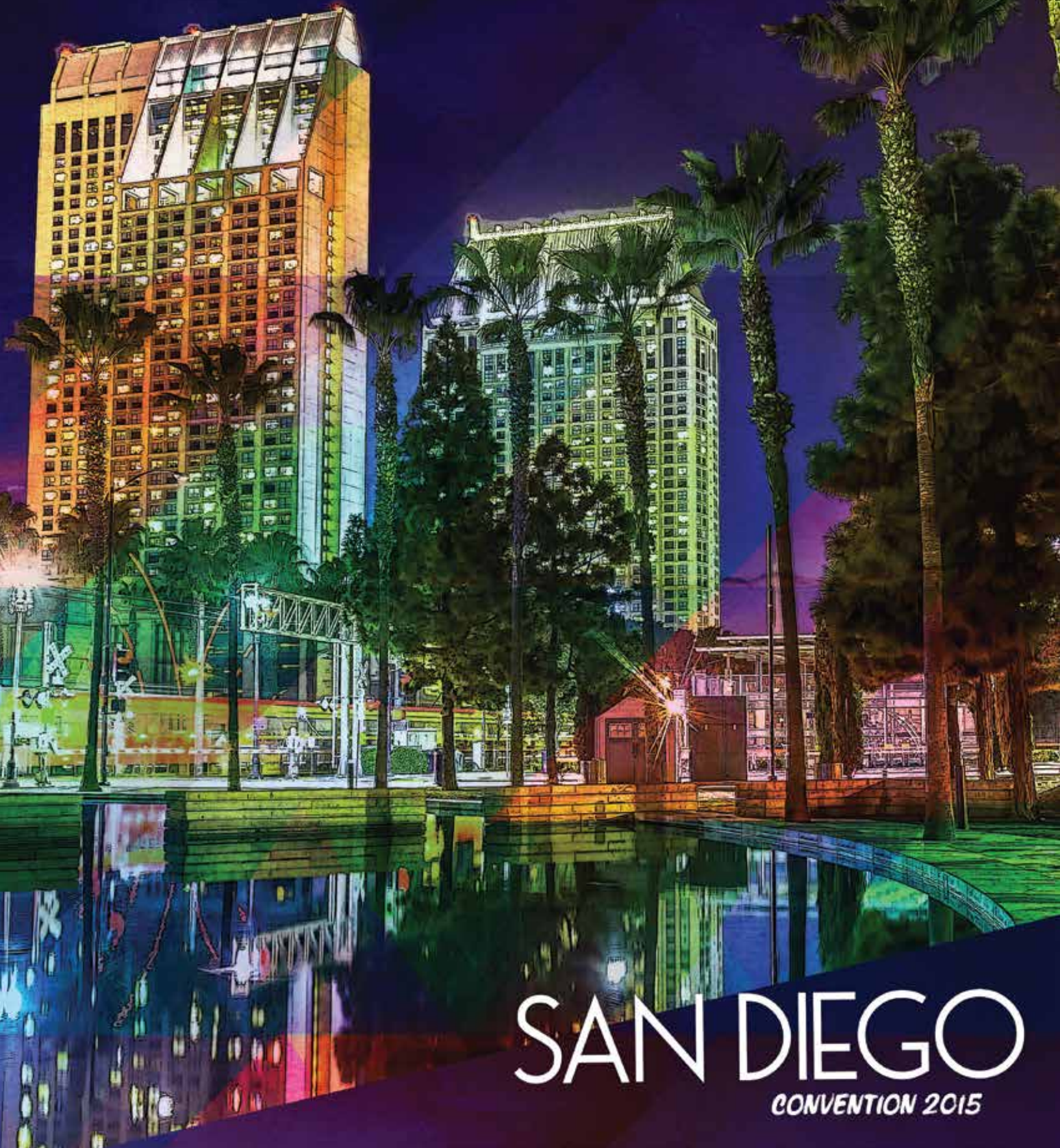


SPOTLIGHT

MAY 2015



SAN DIEGO
CONVENTION 2015



2015 CONVENTION

CELEBRATE WHAT YOU WANT TO SEE MORE OF. — TOM PETERS

THE ANNUAL AIL-NILICO CONVENTION honoring the top producers of 2014 was held at the Manchester Grand Hyatt in San Diego. I say it every year and I'm not about to break that tradition — it was the best Convention ever!

Our Conventions take literally years to plan. If you've been here awhile, you may remember that San Diego was supposed to be our destination two years ago. After we had

already contracted with the Hyatt, UNITE HERE, which is the hotel, restaurant and casino workers union, launched a campaign to boycott Hyatt hotels in support of housekeepers and other workers who were involved in a serious contract dispute.

Now, I won't lie: we could easily have gone through with our original plan. But, to have done so would run counter to what we, as a Company, fight for every day. At significant cost to American Income, we did what is right: relocated the convention to New Orleans and boycotted Hyatt until the dispute was resolved.

The Convention gods must have been pleased because every detail of our stay, from the President's Club reception on Wednesday night to the Saturday night bash aboard the USS Midway — and everything in between — was perfect. Although, don't believe that old song that says, "it never rains in Southern California." It rained for two whole days!

Our keynote speaker for Friday's General Session was Guinness World Record holder and champion adventure racer, Robyn Benincasa. Her message about the importance of building a strong team and teamwork, illustrated with video clips of her international adventures, was both entertaining and spot on. If you get a chance, pick up a copy of her book, *How Winning Works*.

Awards Night... what can I say? It was a beautiful, exhilarating, inspiring celebration of winning and excellence at American Income and National Income Life. It's truly an honor to present the crystal and cash awards, and to share the hard-earned moment in the limelight with our top producers.

The final night party aboard the USS Midway aircraft carrier was truly amazing. You can't fully appreciate how extraordinary it is until you actually experience it. If you've never visited, here's an idea of the sheer size of it: in 1945, a million people could be served by the USS Midway's electricity generator.

Be sure to check out all the Convention highlights on pages 17-19 to relive the good times.

If you weren't with us this year, take heart. It is not too late to SHIFT your efforts into high gear to qualify for next year's Convention in Puerto Rico. I hope you make it — it won't be the same without you!

Once again, congratulations to our award winners. It was an honor and a pleasure sharing your victory. Thank you and I couldn't be more proud of each one of you.

Roger Smith

President & Chief Executive Officer
AIL & NILICO



SPOTLIGHT

www.arc.aillife.com/arc/spotlight
A monthly publication spotlighting top producers of American Income Life and National Income Life

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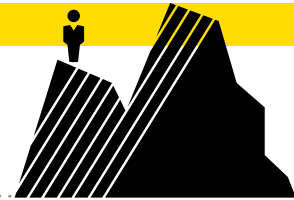
NEWS MAY 2015

VOL. 48 NO. 5

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2015, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **70.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Tuesday 06/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Friday 06/26**. eApp business excluded from the 7 day hold should be uploaded by **Tuesday 06/30** before 2:00 p.m. CST to count for **June** production.

\$4,407,860

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.



Code of Business Conduct & Ethics Torchmark and AIL/NILICO are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing and sound business ethics. Please find The Torchmark Corporation Code of Business Conduct and Ethics by logging in to the Agency Resource Center at www.aillife.com/arc or www.nilife.com/arc and clicking the Torchmark Corporation Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.

***Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2016 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2015 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful El Conquistador Resort in Puerto Rico! The convention will be held May 22-25, 2016.**



LOOK FOR ME!

AIL-NILICO 200M 2015

SHIRT WINNERS

APRIL

INDIVIDUAL PRODUCER

Bechir Abboud
Adem Abdula
Robert Adrahtas
Lesina Ah Sue
Nicholas Ailport
Benjamin Ainscough
Ahlam Aitboulahri
Diana Alali
Kyle Alden
Alvin Ali
Abdel Alkurdi
Karen Alvarado
Martin Anguiano
Anacleto Arevalo
Ala Awad
Jesse Bachrach
Juan Baez
Tonya Bailey
Jerome Baker
Michael Barahona
Alma Barriga Gonzalez
Kyle Barter
Guitree Basdeo
Alexander Bayley
Daniel Bean
Beau Bequette
Alexandra Berberich
Daniella Bermudez
Nicholas Bigec
Andrew Bishop
Douglas Bowling
Eric Boyer
Michael Bradley
Lenard Brown
Cristina Bryan
Carlo Buhay
Marco Camire
Richard Carter
Matthew Cessna
Shalom Chaimov
Iman Chehli
Yihao Chen
Jacob Conner
Matthew Conrad

Stacy Cortez
Joseph Corwin
Paul Cossier
Susan Cousineau
Jason Cox
Aaron Crosby
Carmalita Dedrick
Robin Delahoussaye
John Dennison
Lindsey Dettwiller
Elifranc Deus
Javier Diaz
Donna Diehl
Jesse Doherty
Evan Donoghue
Patrick Donovan
Kalen Dugan
Dustin Dunbar
Daniel Dunham
Lincoln Dziekonski
Dustin Edgell
Joshua Egyud
Rachel Elfenbein
Badr Elkousy
Jonathan Emura
Brent Erkkila
Danny Favreau
Larry Finch
Thomas Fleming
Mara Flemming
Scott Florin
Micah Focken
Ryan Folck
Derek Foore
Nicholas Forrest
Taylor Foster
Herman Foster
Cristina Fox
Alan Fricke
James Frodyma
Carlos Garcia
Erna Gasanin
Jon Gelhorn
Violetta Goldman
Gary Gooden

Douglas Goodison
Joshua Graham
Sean Grant
Cathleen Hairston
Steven Halm
Mack Hanna
Edward Hanna
Kelly Hannandale
Nicole Harrell
Mark Hart
Roghie Hassanloo
Ana Hanea
Christopher Haywood
Sina Heak
Lawrence Henderson
Diana Henrymccool
Candace Hicks
Preston Holloway
Thomas Hoopes
Hunter Houvener
Adam Huck
Joachim Jean
Brian Jerome
Michael Elmore
Bryan Juskiw
George Kamel
James Keefer
Orby Kelley
Joseph Kennedy
Thomas King
Loreal King
Matthew Koleszar
Kasali Kotun
Travis Kovach
Michael Kraft
Matthew Kurey
Joseph Parks
Eric Labossiere
Brock Lampe
James Lawson
Katie Lee
Brandon Leonardo
Ivan Leung
Kyle Lewicki
Daniel Li

Hannah Linderholm
Carlie Lindsey
Angelique Piquion
Robert Locke
Mark Lomonaco
Timlan Lubbers
Kristina Luneke
Michael Mallia
Daniel Martinsen
Brody Maughnevanson
Kehinda Pryor
Max Quasem
Shane Ramage
Joshua Rausser
Jodi Raymond
Theresa Rhoden
Markee Richmond
Mustafa Ridha
Appoline Ridore
Patrick Rieger
William Robinson
Geddes Robinson
Alyson Rockwell
Siria Rodriguez
Philip Roffi
Patricia Romerootero
Daine Rosswess
Jose Rubio
Joshua Rush
William Russell
Jason Russo
Jason Ryan
Kendra Sabin
Lily Sakai
Kylee Saldivar
Joey Sales
Marc Salvaggi
Joseph Sarasin
Hector Sartori
Leonard Paschke
Tangataotiuana Pasikala
Hirenkumar Patel
Timothy Penso
Claude Perry
Karla Petatan
Delroy Phang

Tina Phongsavath
Travis Picklesimer
Jennifer Pletcher
Travis Porter
Jesusdieu Portilus
Adam Pottebaum
Yadollah Pourjalali
Thomas Prather
Kehinda Pryor
Max Quasem
Shane Ramage
Joshua Rausser
Jodi Raymond
Theresa Rhoden
Markee Richmond
Mustafa Ridha
Appoline Ridore
Patrick Rieger
William Robinson
Geddes Robinson
Alyson Rockwell
Siria Rodriguez
Philip Roffi
Patricia Romerootero
Daine Rosswess
Jose Rubio
Joshua Rush
William Russell
Jason Russo
Jason Ryan
Kendra Sabin
Lily Sakai
Kylee Saldivar
Joey Sales
Marc Salvaggi
Joseph Sarasin
Hector Sartori
Leonard Paschke
Tangataotiuana Pasikala
Hirenkumar Patel
Timothy Penso
Claude Perry
Karla Petatan
Delroy Phang

Keilen Shigematsu
Alexander Shpirt
Beverly Sibert
Kelly Silvia
Tibor Simon
Cynthia Sittig
Raynetta Smalls
Alex Smith
Jevette Smith
Nicholas Smith
Paul Smith
Eric Snyder
James Sodan
Thorin Somers
Beaux Southern
John Sparby
Tyson Spence
Stuart Squires
Patricia Stanger
Paul Woodridge
Joshua Stone
Craig Strompf
Emily Sutton
Justin Sutton
Mary Szlosek
Bruce Tan
Eric Thompson
Hateni Tohi
Amie Tran
Joshua Treasure
Gian Trinidad
Nauleni Tuionetoo
Constance Tuiteleleapaga
Rosita Tumpap
Ofa Tupouniua
Nigel Turpin
Jason Tuttle
Ifeani Ufonde
Alfred Uipa
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Travis Vandenberghe
Michael Vandelft
Kristi Vanderheide
Chad Vangils
Gregory VanSuch

Joseph Varner
Massoud Vaziri
Jessica Velazquez
Bruce Viaje
Kaleiokamaila Viena
Corey Vinson
Ryan Vopat
Andrew Wagner
Al-Karim Walji
Sean Walsh
David Watkins
Christine Weatherspoon Nelson
John Webb
Bradley Weigand
Brian Welsh
Brittney Wheeler
Justin Whittington
Greta Wilson
Aleksandra Wojtach
Paul Yagual
Sherrie Woolridge
Paul Yagual
Jhenea Young
Deante Young
Henri Young
Stanley Zeidner
Jane Cowan
Gjergji Zemblaku
Justin Zupan

SA

Mohamed Abdulsalam
Mickey Adkins
Dennis Allard
Taylor Black
Timothy Blackburn
Loucindy Blount
Jason Tuttle
Matthew Caternolo
Kelly Charter
Megan Cox
Latanga Daniels
Dianne Dedick
Craig Deeken
Derek Deprospero
Marvin Fox

Laura Frew
Jasmin Gallaga
Samuel Geissinger
Jeffrey Gilliana
Mchel Helgeson
Matthew Hilton
Audrey Johnson
Michael Kachenmeister
Courtney Kitzman
Jeffrey Linsangan
Chantal Mallette
Joseph McCallister
Christopher McFoy
Patrick McGuigan
Kaytlyn McKay
Christopher Pabon
Carrie Padgett
Evdokia Reutov
Kelsey Roth
Michael Russo
Lindsay Sanchez
Julianne Scavo
Jeremy Schroeder
Michelle Seaman
Tiffany Shaw
Ileana Tatafu
Brian Thai
Alisi Tuifua
Elba Vargas
Horatio Ward
Rebecca Warrington
Heather Watts
Jadelene Welty
Alexander Wood

GA

Pauline Cresswell
Joshua Crisp
Brandon Edens
Vinedia Moore
Chelsie Otto
Steven Rios
Sergi Ruiz
Michael Russin
Robert Schneiderman
Gabriela Sime

Lawrence Smith
Michael Stuver
MGA
Erin Allen
Heath Bailey
Harold Durana
Linda Eichelberger
Patrick Knouse
Mark Kukielski
Duni Olusegun
Nasr Quadri
Noel Rose
Cynthia Schneiderman

RG

Joshua Dishong
Ryan Hall
Paul Kelly
Michael Laramie
Randy Teysier
SGA
David Ackerman
Rick Altig
Simon Arias
Slav Bitman
Samantha Chui
Eric Cochran
David Cohen
Micah Cohen
Richard Correa
James Cunningham
Joseph Dicedue
Mitch Duplantis
Laura Fisher
Roger Fung
Eric Giglione
Steve Greer
Mat Hart
Zach Hart
Rob Hay
Matt Henderson
James Hill
Kyle Johnson
Chris LaFond
Corey Neff
Dorian Oldham

Durhon Oldham
Ilija Orlovic
Byron Paz
Philip Prata
Scott Rehberg
Marcus Smith
Jim Surace
Dustin Venekamp
Jamison Weatherspoon
Tom Williams
David Zophin
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Daryl Barnett
Shannon Bennett
Christa Davis
John Keliher
Amanda Mlinaz
Katherine Pratt
Brian Ryan
Judy Spade
JT Tasker
Dawn Trudden
Tami Williams

PR REP

Ken Altizer
Donna Altshue
Tony Anderson
Robin Andrade
Malka Arony
Jay Bentley
David Blaisdell
Casey Cash
Cheryl Cook
Amanda Cross
Travis Daniels
Robin Denham
Brenda Di Somma
Dion Dizon
Mark Flemm
Mark Gagliardi
Laurie Gruber
Jerry Hartnett
Krissa Hensley
Shane Knowles
Cindy Kunce

Timothy Leary
Lacy Martin
Tim O'Connor
Irene Rurycz
Patrena Smith
Donald Spohn
Jessica Treybick
Leo Van Den Bussche
Lori Vaughn
Angela Waller
Lisa West
Paul Winslow

CONGRATULATIONS to all who qualified! Your shirt will be mailed to you shortly.

HERE'S HOW TO GET YOURS:

QUALIFICATIONS

- Individual Producer – \$5,000 ALP in a week
- SA – 2 direct codes in a month –or– \$5,000 personal ALP in a week
- GA – 4 hierarchy codes in a month with 2 being direct codes –or– \$5,000 personal ALP in a week
- MGA – 6 Hierarchy codes/month –or– \$5,000 personal ALP in a week
- SGA – 100% of F6 Standard for the month
- PR Rep/Marketing Specialist – 2 TGs and 600 cards in a month
- PR Manager – 2 TGs for each of their respective territories in a month –or– personal production of 2 TGs and 600 cards in a month

CONTEST DATES

April — December, 2015

★ AGENT TENURE BONUS ★

2015



NO AGENT LEFT BEHIND

APRIL BONUS PAYOUT: **\$169,000**

APRIL BONUS QUALIFIERS: **166**

Sarah Acker	\$1,500	Hannah Linderholm	\$1,500	MacKenzie Stahn	\$1,500	Christopher DiMarco	\$500	Brian Mincher	\$500
Michael Africh	1,500	Timlan Lubbers	1,500	Joshua Stone	1,500	Jaclyn Doyle	500	Wilmer Munoz-Jimenez	500
Candice Anderson	1,500	Kenneth Maguire	1,500	Juan Tapia	1,500	Kalen Dugan	500	Virakbot Oung	500
Paul Angelopoulos	1,500	Sharon Manning	1,500	Hateni Tohi	1,500	Willia Dukes	500	Katherine Paganelli	500
Juan Baez	1,500	Anastasia Martens	1,500	Omar Torres	1,500	Kathryn Elliott	500	Stephen Parent	500
Jessica Benigno	1,500	Glenn Martin	1,500	Chad Vangils	1,500	Kyle Fletcher	500	Timothy Penso	500
Jessica Brewer	1,500	MaryBeth McCarter	1,500	Elba Vargas	1,500	Sheyla Flores-Delgado	500	Claude Perry	500
Cristina Brooker	1,500	Victor McGruder	1,500	Jessica Velazquez	1,500	Alan Fricke	500	Karla Petatan	500
Shannon H Brown	1,500	Monica McManus-Devall	1,500	Antonia Washington	1,500	Eugene Garcia	500	Andrea Pforter	500
Athea Buchanan	1,500	Zenaida Melendez	1,500	Olesya Wegner	1,500	Richmond Gerrish	500	Niakia Phillips	500
Joshua Burney	1,500	Terrell Milton	1,500	Joshua West	1,500	Casey Gordon-Owens	500	Angelique Piquion	500
Eric Butt	1,500	Risa Moniz	1,500	Zachary Whipple	1,500	Christopher Gray	500	Michele Randazzo	500
Kevin Carr	1,500	Pablo Montanez	1,500	Greta Wilson	1,500	Mack Hanna	500	Ashley Rice	500
Patrick Connelly	1,500	David Nguyen	1,500	Jarek Wilson	1,500	Nicole Harrell	500	Markee Richmond	500
Valerie Cooper	1,500	Tanish Nunn	1,500	Paul Wooldridge	1,500	Christian Hedgepeth	500	Alyson Rockwell	500
Christopher Credle	1,500	Kelly Ochs	1,500	John Wroten	1,500	Diana Henry-McCool	500	Daine Roswess	500
Jennifer DeWitt	1,500	Danielle O'Neill	1,500	Robert Adrahtas	500	Dexter Hill	500	Delevan Roy	500
Catherine Edwards	1,500	Jennie Overbey	1,500	Tevita Afeaki	500	Thomas Hoopes	500	Karen Schaffer	500
Emilia Eich	1,500	Sal Pena	1,500	Keith Amrine	500	Tamara Hughes	500	Darcy Schrieber	500
Mara Flemming	1,500	Samuel Pepper	1,500	Omar Billy	500	Thomas Huynh	500	Raynetta Smalls	500
Douglass Floyd	1,500	Justin Powell	1,500	Seneca Birchmore	500	Michael Laperche	500	Marcus Smith	500
Jon Gelhorn	1,500	Roger Rau	1,500	Blake Bocci	500	Joshua Lewis	500	Talisa Smith	500
Alex Giddings	1,500	Jamila Richardson	1,500	Eric Boyer	500	David Liniewski	500	Jacquelynne Thorpe-Stewart	500
Bernard Gouck	1,500	Johanna Rios	1,500	Lenard Brown	500	Sidney Lowery	500	Anthony Vaughn	500
Sean Gracy	1,500	Stephen Ruggles	1,500	Nicole Browne	500	Michael Maloney	500	Silvana Velez	500
Mchel Helgeson	1,500	Gustaw Sagan	1,500	Cristina Bryan	500	Brody Maughan-Evanson	500	Kathleen Wade	500
Johnnie Hendon	1,500	Trudy Sakaguchi	1,500	Kosal Chung	500	Laurie Mazza	500	Horatio Ward	500
Brad Henry	1,500	Krystina Sauber	1,500	Sean Collins	500	John McGrath	500	Chelsea Wilbur	500
Hannah Hinkle	1,500	Walter Scott	1,500	Lawrance Combs	500	Avalon McLeod	500	Aleksandra Wojtach	500
Chufon Jackson	1,500	Yana Shaw	1,500	Timothy Copenhaver	500	Noreen McNear	500	Christopher Woznicki	500
Brianna James	1,500	Bradley Shellgren	1,500	Florence Cormier	500	James Miller	500		
Christina Jauch	1,500	Morgin Sheppard	1,500	Tara Cyphert	500				
Audrey Johnson	1,500	Matthew T Smith	1,500	Jack Daoud	500				
Jessica Kendall-DeGraves	1,500	Christine Sobb	1,500	Iris Davis	500				
Cesar Leon	1,500	Michael Spann	1,500	Donna Diehl	500				

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month.

Agent must have minimum of 84% Net-to-Gross in month 4 - 6

*Qualifications and guidelines are on the ARC.

ATTITUDE OF *SUCCESS*



Rob Gray

Vice President of Field Operations

WHAT DO YOU THINK IS THE most important attribute/characteristic for success?

Ability certainly determines what you're capable of doing and how well you can do it. Ability must rank near the top.

Being motivated — your motivating force — determines to what magnitude you perform, which is huge.

However, my money is on ATTITUDE! Attitude really does determine your altitude. In fact, most can agree that it's the single biggest factor in determining true success in today's "speed of light" business arena.

Paul (Bear) Bryant believed attitude was the single biggest factor in his success as a college football coaching legend. He said, "I think the most important thing of all for any team is a winning attitude. The coaches, players and student body must all have it! If you have dedicated players who believe in themselves, you don't need a lot of talent."

So why is attitude really so critical in determining your success? Because success only comes by persevering despite failure ... and a lot of it. Success, at times, can seem like 99% failure. Ask Thomas Edison — he figured out 10,000 ways not to build a light bulb before he got it right.

When we show up to work with winning confidence, things get done, and along the way

it serves to inspire a whole legion of people behind us. Attitude can literally carry you and your organization to new heights — it's the most powerful "force multiplier" we have. It's infectious and it's measurable.

Yup, 90% of our success is determined by what's between our ears. It's your mentality that sets your predisposition, which in turn casts your fate. And if you're a leader, you're casting a whole bunch of peoples' fate with the attitude you show up with. A negative attitude can be just as powerful as a positive one, so be super sensitive to that and check your attitude at the door; bad or good, it's contagious.

A true champion's advantage is not gifted at birth. They may not necessarily have the highest of IQ's. But they are rooted in undeniable self-confidence, and that translates into a "team first" winning attitude. Confidence is, in fact, the attitude of success.

It's said that in the pursuit of perfection, you will find excellence along the way. Excellence, too, is not a skill, but an attitude.

Be a positive force. Inspire that "can't miss" attitude in everyone around you and your success will already be determined.

Success, by the way, usually comes to those who are too busy to be looking for it! ☺



Rob Gray and wife Paula

ANNIVERSARIES

42 YEARS OF SERVICE

David Blaisdell, PR
27 YEARS OF SERVICE
 John Wagner, PR
23 YEARS OF SERVICE
 David Thornton, RGA
20 YEARS OF SERVICE
 Lawrence Hauck, AGT
19 YEARS OF SERVICE
 Durhon Oldham, SGA
 Ilija Orlovic, SGA
 Leo VanDenBussche, PR
18 YEARS OF SERVICE
 Michael Hanson, AGT
17 YEARS OF SERVICE
 Al Wall, PR
16 YEARS OF SERVICE
 Theresa Bellajaro, AGT
 David Iriye, GA
15 YEARS OF SERVICE
 Timothy Clark, AGT
14 YEARS OF SERVICE
 James Bailey, MGA
 Joseph Diecdeue, SGA
 Steve Greer, SGA
 Patricia Lee, AGT
13 YEARS OF SERVICE
 Travis Vandenberghe, AGT
12 YEARS OF SERVICE
 Cheryl McLean, GA
 Lily Sakai, AGT
11 YEARS OF SERVICE
 Levar Morgan, RGA
9 YEARS OF SERVICE
 Benjamin Ainscough, RGA
 Matthew Cartwright, MGA
 Gregory Hayman, AGT
 Daven Hermosura, RGA
 Jose Lopes, MGA
 Laura McCurry, GA
8 YEARS OF SERVICE
 Eric Cochran, SGA
 Luay Ghawi, RGA
 Roghie Hassan Loo, AGT
 Stephen Hill, RGA
 Kevin Ishikane, AGT
 David Ramirez, AGT
 Dawn Trudden, PR
7 YEARS OF SERVICE
 Tony Anderson, PR
 Jason Beckman, PR
 Dustin Dunlap, MGA
 Dason Phaul, AGT
 Janis Pitts, PR
 Jessica Santamarina, MGA
6 YEARS OF SERVICE
 Richard Becker, AGT

Rita Charles, GA
 David Higa, MGA
 Steve Marker, RGA
 Matthew Parks, RGA
 Kiet Truong, GA
 Sally Wilson, AGT
5 YEARS OF SERVICE
 Vishwanath Sankaran, AGT
 John Velardo, AGT
4 YEARS OF SERVICE
 Marissa Boo, SA
 Mike Bray, AGT
 Jose Castillo, AGT
 Mary Maida Fujii, AGT
 David Joh, GA
 Jonathan Phillips, MGA
 Samantha Slioger, MGA
 Massoud Vaziri, AGT
3 YEARS OF SERVICE
 Carlos Arballo, MGA
 Brian Black, PR
 William Brookshire, MGA
 Joseph Cruickshank, AGT
 Trishia Gaines, SA
 Michel LaHaye, GA
 Andrew Leah, AGT
 Christopher Mendes, AGT
 Yvette Mompoin, AGT
 Jamal Simmons, MGA
 Gary Slocum, MGA
 Nicholas Triantafyllidis, GA
 John Young, MGA
 Martha Zelaya, RGA
2 YEARS OF SERVICE
 Pascal Amar, AGT
 Coral Ashe, GA
 Bernard Ballou, GA
 Alma Barriga-Gonzalez, MGA
 Matthew Bell, GA
 Francis Charfauros, SA
 Jamara Clifford, SA
 Tyler Dean, GA
 Nathan Doyle, SA
 Patricia Fifer, MGA
 Bernadette Goins, SA
 Susan Haas, AGT
 Nasrin Hossein-Abadi, AGT
 Michael Joseph, GA
 George Kamel, SA
 Fran Kolos, GA
 Gerald Lake, AGT
 Angelique Laval, MGA
 Shawn Lewicki, GA
 Angel Martinez, GA
 Joseph McCallister, SA
 Hirenkumar Patel, SA
 Loraine Patterson, AGT

Adam Pottebaum, AGT
 Mauri Ramirez, SA
 Steven Rios, GA
 Jason Ryan, GA
 Ray Salmon, SA
 Enrique Sandoval, SA
 Sandra Sandoval, GA
 Andrzej Sertler, GA
 Brittany Shults, SA
 Gabriela Sime, MGA
 James Smith, MGA
 Dale Whitmore, GA
 Kunlin Zou, MGA
1 YEAR OF SERVICE
 Diana Alali, SA
 Nunuiasoleti Alfreduipa, AGT
 Nichelle Alves, SA
 Kevin Amador, AGT
 Haider Anvarali, AGT
 Manthajini Balendran, AGT
 Daniel Ball, GA
 Heather Berg, GA
 Bonnie Bilski, AGT
 Cindy Blount, SA
 Lori Bracco, SA
 Leon Brannock, AGT
 Jamie Brown, MGA
 Cassandra Cantner, GA
 Mitchell Caplan, AGT
 Gary Slocum, MGA
 Stephanie Cayetano, AGT
 Briana Cooper, SA
 Frank Cousins, AGT
 Daren Davis, SA
 Lindsey Dettwiller, GA
 Heidi Duncan, AGT
 Benjamin Edwards, SA
 Abdelaziz Farsakh, GA
 Omar Fernandez, GA
 Michel Fire, MGA
 John C Garrett, SA
 Peggy Gonzalez, SA
 Frank Guarascio, GA
 Eric Gyasi, AGT
 Tristan Hadlow, AGT
 Dwain Hansen, AGT
 Sara Harper, AGT
 David Herman, SA
 Gilbert Hicks, GA
 Preston Holloway, AGT
 Linda Jarrous, AGT
 Sebastian Jeppsson, SA
 Jamaar Jones, AGT
 William Jordan, SA
 William Katz, SA
 Kotonji Kava, AGT
 Joshua Kershaw, GA

Ilya Khanimov, SA
 Harry Kochi, AGT
 Fononga Koufa, AGT
 Nicholas Lasala, SA
 Joshua Latini, SA
 James Lawson, GA
 Carl Lindsay, GA
 Bertine Louissaint, PR
 Demetrius Lucas, MGA
 Edward Marin, AGT
 Alvin Massenburg, SA
 Brandon Minor, MGA
 Stephanie Moreno, SA
 Lincoln Murdoch, AGT
 Therese Nakamura, SA
 Sharon Neufeld, AGT
 Erin Nicole, MGA
 Felicity O'Halloran, AGT
 Elsie Ordeniza, AGT
 Jaivon Palmer, AGT
 Marc Perea, AGT
 Jennifer Perez, AGT
 Christina Pierson, GA
 Sandra Preble, AGT
 Britney Radix, AGT
 Louis Reed, SA
 Jessica Rhoades, AGT
 Theresa Rhoden, SA
 Kameelah Salter, AGT
 Armando Salva, SA
 Omar Sanchez, GA
 Ryan Seigh, AGT
 MacNaudy Sejour, AGT
 Alexander Shpirt, AGT
 James Singleton, AGT
 Eileen Snyder, AGT
 Paul Streater, GA
 Anil Sundar, AGT
 Michael Taylor, GA
 Kamal Tayyib, SA
 Joseph Tesone, SA
 Brian Thai, SA
 Paul Tragas, AGT
 Hope Tupou de la Vara, SA
 Nigel Turpin, AGT
 Aaron Voegel, GA
 Khiry Ward, SA
 Neil Washnock, SA
 Keyonda Watson, SA
 Jadelene Welty, SA
 Donrie Purcell, AGT
 Diane Williams-Lewis, AGT
 Michael Winters, SA
 Deante Young, SA

REGIONAL GENERAL AGENT

Mike Allen
 Todd Glazer
 Daymon Green
 Shawn Horton
 Joshua Jackson
 Brett MacCannell
 Allen Watson
MASTER GENERAL AGENT
 Darrell Ballard
 Kade Beck
 Jacob Bieber
 Matthew Bogle
 Hamilton Cribbs
 Donald DiPlacido
 Amber Dregalla
 Bryon Eddinger
 Alon Fischer
 Peter Gabranski
 Eugene Garcia
 Brett Maurice
 Christina Meyer
 Darren Miller
 Aaron Parks
 Viktoriya Ramirez-Meraz

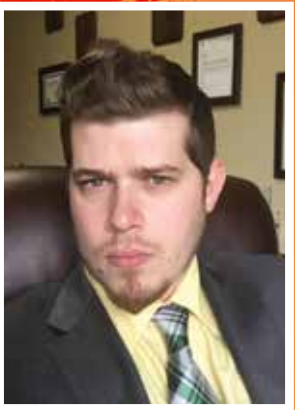
GENERAL AGENT

Michael Shaba
 Gabriela Sime
 Herbert Stell
 Zachary Vance
 Scott Wheeler
60% GENERAL AGENT
 Senera Birchmore
 James DePetro
 Melissa Foy
 Frank Guarascio
 William Hoffman
 Stephanie Kell
 Joseph McCarthy
 Henry McCormick
 Nicholas Neri
 Christina Pierson
 William Robinson
 Omar Sanchez
 Kimberle Spooner
 Anita Thomas
 Andrew Wilson
57.5% GENERAL AGENT
 Corina Araujo
 Brendan Bradfield
 Kayla Brenneman
 Mercy Burke
 Erica Davis
 Lindsey Dettwiller
 Brent Erkkila
 Abdelaziz Farsakh
 Omar Fernandez
 Richmond Gerrish
 Gary Gooden
 Edy Haddad
 Asiguy Haugabook
 Elizabeth Hayes
 Danielle Johnson
 Isaiiah Justice
 Orby Kelley
 Kerlens LaRose
 Thomas Lypps
 Danijela Matic
 Kelly McGuire
 Vincent Meyer
 James Miller
 Kyle Mitchell
 Corey Moore
 Scott Mudrak
 Conrad Nieh
 Thomas Purcell
 Jordan Richardson
 Tommell Rollins

GENERAL AGENT

Rohan Smith
 Latia Stanley
 George Taramas
 Tiffani Tavormina
 Kayla Taylor
 Angela Torres
 Justin Vaughn
 Troy Verwey
 Christian West
55% GENERAL AGENT
 Travis Barnes
 Travis Benedetti
 Brandie Bonner
 Derrick Coates
 Michael Craig
 Edward Crocker
 Courtney Davis
 Pakisha Dowling
 Andrew Duchesneau
 Chantel Floyd
 Jonathan Frigola
 Martha Garcia
 Casey Gordon-Owens
 Christopher Hamilton
 Whitney Hatter
 Christopher Haywood
 William Hethcoat
 Rachael Hicks
 Michael Hinojosa
 Brian Howard
 Orby Kelley IV
 Bryant Kyle
 Bridgett Laster-Brogden
 Michael McClintock
 Victor McGruder
 Erica Northrup
 Mike Paragiovanni
 Penny Reeves
 Megan Rhoades
 Beau Southern
 Curtisha Stephens
 Robert Ward
 Travis Ward
 Daphne Weber
 Brittney Wheeler
 Paul Zuzick
52.5% GENERAL AGENT
 Christian Achilles
 Sarah Acker
 Thomas Agee
 Kyle Alden
 Annmarie Aquilino

NEW SGAs



Kyle Wrobel
North Texas
May 1

Kyle joined ALL in 2009 after 4 years of active-duty service in the U.S. Army. He responded to an ad on Craigslist and has since been associated with Surace-Smith, Cunningham-Weatherspoon and Mat Hart agencies in various areas of the country. He left for a brief time because, "I needed to see that the grass wasn't greener anywhere else, and it wasn't." Kyle, who says he wanted to be an SGA because it "offers the best platform to help the most people," has partnered with Alex Roland to form the Roland & Wrobel Agencies. He makes his home in Irving, Texas.

Michael Aquino
 Jesse Bachrach
 Hannah Bailey
 Guitree Basdeo
 Collin Basmajian
 Derrick Batts
 Conrad Berg
 Lori Bracco
 Jordan Brewer
 Emily Brunner
 Natalie Bunce
 Jacob Cameron
 Justin Catron-Hoesch
 Jasmine Choy
 Thomas Christensen
 Isabel Contreras
 Jason Cox
 Reesa David
 Scott Decker
 Martyna Dudapasieka
 Willia Dukes
 Mamdemba Faal
 Brandon Fairchild
 Luke Fincher
 Mara Flemming
 Kyle Fletcher
 Marvin Fox
 Desmond Freeman-Thomas
 Jack Gilbert
 Shawn Girdhari
 Victoria Gonzales
 Lonny Goodman
 Ebony Goodwin
 Stephanie Haarer
 Jonathon Havens
 Wanda Healy

Latoya Henery
 David Herman
 Christopher Hickok
 Dexter Hill
 Matthew Hilton
 Britney Hittos
 Heidi Holt-Peel
 Oliver Huerta-Gonzalez
 Audrey Johnson
 Blair Johnson
 Crystal Johnson
 Serena Johnson
 Tina Jones
 Casey Jorgensen
 Colleen Joyce
 Jessica Kendall-DeGraves
 John Keslar
 Abdel Khawatmi
 William Langford
 Carlye Lettenberger
 Joseph Luminiello
 Jonathan Makemda
 Cameron Marcus
 Arthur Mayer
 Whitney McCurry
 Patrick McGuigan
 Jenny Melara
 Anne Melville
 Dominique Moore
 Jose Morales
 Max Myers
 Ebony Nelson
 Adrian Ortiz
 Virakbot Oung
 Samuel Parker

Jesus Parra
 Alexandria Payton
 Sal Pena
 Claude Perry
 Jamonta Pettitway
 Andrea Pforter
 Sherly Philippe
 Gilbert Pollock
 Desiree Porter
 Roger Rau
 Molly Rea
 Mali Reed
 Stephanie Reinke
 Virginia Rice
 Richard Robles
 Daine Roswess
 Matthew Roughton
 James Sherwood
 Nikki Sievers
 John Silva
 Thorin Somers
 Chalyn Spain
 Stuart Squires
 Gehan Stanley
 Gerrit Stephens
 Crystal Triplett
 Joseph Varner
 Bobbi Wagner
 Horatio Ward
 Paul White
 Justin Whittington
 Terrence Wicks
 Joseph Wilson
 Jeffrey Witherall
 Deante Young

PROMOTIONS

PERSONAL RECRUITING

Unleash Your Career!

Personal Recruiting provides opportunity for **all Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

APRIL TOP PERSONAL RECRUITING AGENTS

By Incentive Structure Payout¹

April Total Payout: **\$212,801**

April Total Qualifiers: **619**



John Nieves
\$2,134
Richard Correa



Eugene Garcia
\$1,910
Brandon Cooley



Marc Salvaggi
\$1,904
Surace-Smith



Britton Costa
\$1,795
Simon Arias



Marvin Fox
\$1,662
Dorian Brown

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
John Nieves	\$2,134	Erin Nicole	\$921	Adeyemi Akinade	\$698	Terrance Norfleet	\$611	Rafael Gonzalez	\$532
Eugene Garcia	1,910	Sanjae Watkins	895	Shirley Tadiarca	697	Jessi Walters	605	Samuel Cohen	531
Marc Salvaggi	1,904	Christian LaBoy	893	Andrew Siebert	694	Elizabeth Hayes	605	Matthew Dawson	528
Britton Costa	1,795	Stephanie Reinke	882	Alisi Kamoto	681	Tambra Smoot	604	Spencer Hieam	528
Marvin Fox	1,662	Ileana Tatafu	878	Moli Kaufusi	676	Angelique Green	603	Jameetri Washington	526
Amie McCracken	1,607	Cameron Colbert	868	Nicholas Walsh	670	Tyler Leonard	595	Damaris Henderson	525
Justin Adams	1,393	Joseph Quattrochi	864	Myaa Fallon	669	Tatjana Tiki Tikhonov	586	Rosendo Anaya	523
Angelique Lavalley	1,381	Chelsea Wilbur	863	Eric Trautloff	665	Zachary Vance	581	Ricardo Benson	522
Alba Williams	1,376	Patrick Rieger	853	Nicholas Moore	663	Celina Flores	579	Richard Reinneck	520
Andrew Wagner	1,334	Bobby Gujral	828	Syed Quadri	662	Kunlin Zou	576	Albert Smith	520
Lance Eldell	1,319	James Miller	818	Robert Baillie	662	Ranjana Chopra	573	Eric Evans	519
Jeffrey Linsangan	1,309	Matthew Parks	817	Ana Havea	660	Brandon Fairchild	566	Orby Kelley IV	518
Kaloni Tohi	1,262	Sela Mavae	808	Taylor Foster	654	Ryan Deeter	566	Abdel Khawatmi	516
Juan Olvera	1,242	Steve Bryant	804	Erica Fitzsimmons	654	Paul Smith	565	Edward Nguyen	515
Mack Doby	1,212	Scott Sonnenberg	791	Rayleen Kama	652	Alma Lozano	564	Danielle Blake	515
Joshua Rush	1,161	Daniel Lopez	783	Michael Taylor	650	Tom Recklein	563	Rhonda Brown	514
Brad Henry	1,147	Abdul Yusuff	777	Mercy Burke	649	Jose Lopez	563	Fritznel Octave	513
Albert Serur	1,115	John Russo	771	Austin W Smith	648	Gilbert Pollock	563	Dennis Hickey	508
Jesse O Martin	1,096	Laaina Havea	769	Lesina Ah Sue	646	Derek Foore	560	Jacob Reid	508
Vincent Nicastro	1,082	Donald Gregoire	765	Janet Ramirez	645	Helen Taylor	560	I-Perfection Harris	501
Rita Haidinger	1,063	Jimmy Tchen	762	Elizabeth Smart	638	Oscar Betancourt	558	Tanisha Harris	501
Orby Kelley	1,046	Robert Sloan	751	Jaron Ulmer	631	Diane Hampson	552	Sidell Britton	500
Zachary Lakatos	1,046	Robert Espinosa	747	Faith Darden	627	Timothy Bugge	552	Meleniua Fehoko	500
Kendra Orng	1,040	Ernest Patterson	732	Rasaki Are	626	Jonni Ng	550	Stiven Henao	500
Ofa Tupouniua	1,022	James Cassie	724	Iris Davis	624	Luao Leota	548	Hoang Nguyen	500
Melefatai Manako	997	Larry Finch	709	Kendall Wilson	624	Ashley Wenning	547	Kenny Oliver	500
Avi Kauderer	965	Joshua Randolph	708	Christopher Lilley	623	Chad Potts	543	Cierra Ringberg	500
Jamie Schulz	949	Patricia Nogueira	707	Kerlens LaRose	622	Anna Pulit	540		
Dana Black	936	Charles Derienzo	703	Scott Wheeler	621	Lawrence Smith	538		
Yvette Quintana	931	Edward Crocker	702	Marian Sertler	616	Sharif Grays	538		
Casey Finley	921	Gabrielle Martinez	701	Brandon Edens	614	Judylynn Cabal	535		

YTD TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits²

YTD Total Personal Recruiting Agents: **595**

Total Personal Recruits: **840**

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
John Nieves	10	James Miller	6	Marvin Fox	5	Alba Williams	5	Kendra Orng	4
Zachary Vance	8	Rasaki Are	5	Bobby Gujral	5	Tiffany Babin	5	Patrick Rieger	4
Eugene Garcia	7	Christopher Asbury	5	Jeffrey Linsangan	5	Edford Banuel	5	Soonalote Taogaga	4
Rita Haidinger	7	Britton Costa	5	Ileana Tatafu	5	Sela Mavae	4		

APRIL TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits³

Total Personal Recruiting Agents: **221**

Total Personal Recruits: **266**



Jeffrey Linsangan
5 Recruits
Mathew Hart



Orby Kelley IV
4 Recruits
Surace-Smith



Kendra Orng
4 Recruits
Altig-Orlovic



Eugene Garcia
3 Recruits
Brandon Cooley



Marc Salvaggi
3 Recruits
Surace-Smith

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Jeffrey Linsangan	5	Mia Mitchell	3	Marvin Fox	2	John Leggio	2	Scott Sonnenberg	2
Orby Kelley IV	4	Heidi Holt-Peel	3	Melissa Gonzalez	2	Alipate Makaui	2	Ileana Tatafu	2
Kendra Orng	4	Kaitlyn Mealey	3	Donald Gregoire	2	Mele Makaui	2	Michael Taylor	2
Eugene Garcia	3	James Cassie	2	Diane Hampson	2	Melefatai Manako	2		
Marc Salvaggi	3	Ranjana Chopra	2	Ana Havea	2	Gilbert Pollock	2		
Oscar Betancourt	3	Larry Finch	2	Abdel Khawatmi	2	Joseph Quattrochi	2		
Jordan Reinhold	3	Tokilupe Fohe	2	Christian LaBoy	2	Marissa Rainey	2		

¹ Top Personal Recruiting Agents listed earned at least \$500
² Top Personal Recruiting Agents listed have at least 2 Personal Recruits
³ Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

LEAGUE OF CHAMPIONS

MEMBERS

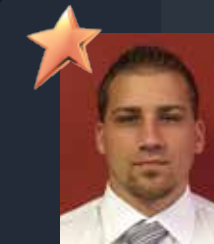
— By Number of Eligible Personal Recruits



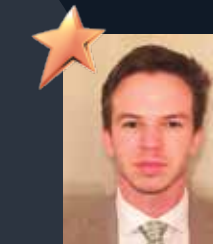
Ofa Tupouniua
Gold
15 Recruits
Steve Friedlander



John Nieves
Silver
11 Recruits
Richard Correa



Vincent Nicastro
Bronze
6 Recruits
Giglione-Ackerman



Taylor Black
Bronze
5 Recruits
Giglione-Ackerman



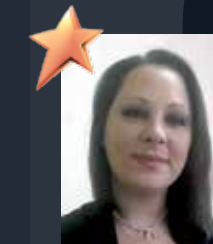
Timothy Bugge
Bronze
5 Recruits
Simon Arias



Patrick Cremeans
Bronze
5 Recruits
Chris Lussier



Eugene Garcia
Bronze
5 Recruits
Brandon Cooley



Melissa Quintal
Bronze
5 Recruits
Joseph Diecedue



Bruce Viaje
Bronze
5 Recruits
Altig-Orlovic CD

⁴ A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

CODES



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mchel Helgeson	4	Cohen-Cohen	Samuel Geissinger	2	Altig-Orlovic	William Bryan	2	Richard Correa	Timothy Blackburn	2	Zachary Hart
Julianne Scavo	3	Richard Correa	Chantal Mallette	2	Altig-Orlovic	Zane Moore	2	Richard Correa	Matthew Hilton	2	Zachary Hart
Craig Deeken	3	James Cunningham	Evdokia Reutov	2	Altig-Orlovic	Stephanie Moreno	2	Richard Correa	Thomas Hoopes	2	Matt Henderson
Alisi Tuifua	3	Steve Friedlander	Brian Thai	2	Altig-Orlovic	Lindsay Sanchez	2	Richard Correa	Sina Heak	2	Chris La Fond
Cristina Fox	3	Giglione-Ackerman	Mathew White	2	Altig-Orlovic	Laura Frew	2	Laura Fisher	Christopher Ross	2	Chris La Fond
Heather Watts	3	Mathew Hart	Alexander Wood	2	Altig-Orlovic	Michael Russo	2	Laura Fisher	Courtney Kitzman	2	Sabrina Lloyd
Michael Buckelew	3	Matt Henderson	Derek DeProspero	2	Simon Arias	Christopher McFoy	2	Don Foti	Jeremy Schroeder	2	Sabrina Lloyd
Dennis Allard	3	Chris Hernandez	Joseph McCallister	2	Simon Arias	Jelanelle Welty	2	Don Foti	Kaytlyn McKay	2	Corey Neff
Dianne Dedick	3	Sabrina Lloyd	Elba Vargas	2	Simon Arias	Illeana Tatafu	2	Steve Friedlander	Matthew Caternolo	2	Durbon Oldham
Jasmin Gallaga	3	Sabrina Lloyd	Marvin Fox	2	Dorian Brown	Taylor Black	2	Giglione-Ackerman	Patrick McGuigan	2	Surace-Smith
Kelsey Roth	3	Sabrina Lloyd	Cindy Blount	2	Samantha Chui	Christopher Pabon	2	Giglione-Ackerman	Paul Smith	2	Surace-Smith
Tiffany Shaw	3	Bob Olson	Latanga Daniels	2	Samantha Chui	Michelle Seaman	2	Giglione-Ackerman	Audrey Johnson	2	Daniel Umbertone
Derek Foore	3	Surace-Smith	Kelly Charter	2	Cohen-Cohen	Rebecca Warrington	2	Giglione-Ackerman	Carrie Padgett	2	Williams-Zophin
Michael Kachenmeister	3	Surace-Smith	Tommell Rollins	2	Brandon Cooley	Jeffrey Linsangan	2	Mathew Hart	Horatio Ward	2	Williams-Zophin
Megan Cox	2	Altig-Orlovic	Mohamed Abdulsalam	2	Richard Correa	Mickey Adkins	2	Zachary Hart			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Steven Rios	11	Sabrina Lloyd	Tyler Storie	3	Richard Correa	Kayla Taylor	2	Simon Arias	Brandon MacDonald	2	Matt Henderson
Patrick Guthrie	8	Mathew Hart	Andre Hawthorne	3	Laura Fisher	Jamie Winters	2	Simon Arias	Frank Guarascio	2	Chris Hernandez
Vinecia Moore	7	James Cunningham	Edwin Rosa	3	Laura Fisher	Bernard Ballou	2	Slav Bitman	Vincent Meyer	2	Chris Hernandez
Scott Montgomery	7	Don Foti	Dominic Telymonde	3	Giglione-Ackerman	Sharon Barnes	2	Slav Bitman	Kascey Williamson	2	Chris Hernandez
Robert Schneiderman	7	Sabrina Lloyd	Gilbert Hicks	3	Steve Greer	Komo Davis	2	Slav Bitman	Christopher Asbury	2	Kyle Johnson
Christina Meyer	6	Sabrina Lloyd	Shawn Lewicki	3	Mathew Hart	Natalie Soboleva	2	Josh Chalom	Taurean Flourmoy	2	Kyle Johnson
Alma Lozano	5	Richard Correa	Micah Focken	3	Zachary Hart	Jamie Cates	2	Jared Cleckner	Jeffrey Gilliana	2	Sabrina Lloyd
Gabriela Sime	5	Laura Fisher	Chad McLaughlin	3	Matt Henderson	Heather Berg	2	Eric Cochran	Duane Shaw	2	Sabrina Lloyd
Pauline Cresswell	5	Steve Friedlander	Rory Olson	3	Matt Henderson	Jennifer VanKerckvoorde	2	Eric Cochran	Michael Taylor	2	Chris Lussier
Adem Abdula	5	Giglione-Ackerman	Peter Gabranski	3	Chris La Fond	John Bacaron	2	Cohen-Cohen	Angel Martinez	2	Dorian Oldham
Chelsie Otto	5	Sabrina Lloyd	Jeffrey Hall	3	Chris La Fond	Erik Graham	2	Cohen-Cohen	Veronica Carrion	2	Bob Olson
Brandon Edens	4	Simon Arias	Jason Lee	3	Sabrina Lloyd	Damaris Henderson	2	Cohen-Cohen	Paul Streater	2	Chad Panzer
Michael Russin	4	Simon Arias	Andrzej Sertler	3	Sabrina Lloyd	Donald Felix	2	Brandon Cooley	Abdelaziz Farsakh	2	Theodore Pappas
Barbara Seyoum	4	Samantha Chui	Oscar Betancourt	3	Bob Olson	Nicholas Neari	2	Brandon Cooley	Mark Glazer	2	Theodore Pappas
Jonathan Hobbs	4	Richard Correa	Calvin Irving	3	Theodore Pappas	Rene Ortega	2	Brandon Cooley	John Leggio	2	Theodore Pappas
Sergi Ruiz	4	Richard Correa	Mir Khan	3	Theodore Pappas	Felicity Hammill	2	Richard Correa	Christopher Murray	2	Theodore Pappas
Jahhad Crawley	4	Giglione-Ackerman	Christian LaBoy	3	Theodore Pappas	Joshua Krueger	2	Richard Correa	George Taramas	2	Theodore Pappas
Craig Ebinger	4	Giglione-Ackerman	Syed Quadri	3	Theodore Pappas	Daryl Williams	2	Nigel Crowe	Hussain Mir	2	Byron Paz
Morgan Lobello	4	Giglione-Ackerman	Lindsey Dettwiller	3	Surace-Smith	Joshua Randolph	2	James Cunningham	Katelyn Anderson	2	Imran Satti
John McDougald	4	Giglione-Ackerman	Robert Drake	3	Surace-Smith	Kathryn Chaisson	2	Joseph Diecedue	Bryan Juskiw	2	Surace-Smith
Joshua Crisp	4	Zachary Hart	Toriano Landau-Bogan	3	Surace-Smith	Anthony A Lopez	2	Desi Dimitrova	Christopher Kennedy	2	Surace-Smith
Michael Stuver	4	Zachary Hart	Donald Gregoire	3	Williams-Zophin	Kelvin Fernandez	2	Laura Fisher	Nicole Sanders	2	Surace-Smith
Ryan Tomajcik	4	Chris Hernandez	Donrie Purcell	3	Williams-Zophin	Milena Arceo	2	Don Foti	Anthony Sava	2	Surace-Smith
Lawerence Smith	4	Stephen Jubrey	Robert Ford	2	Altig-Orlovic	Ruben Santillana	2	Steve Friedlander	Anthony Theriault	2	Surace-Smith
Burnette Hughes	4	Bob Olson	Jonathan Kinnard	2	Altig-Orlovic	Patricia Cicerale	2	Giglione-Ackerman	Eric Thompson	2	Surace-Smith
Holly Lacey	4	Imran Satti	Desiree Martin	2	Altig-Orlovic	Tiffany Babin	2	Steve Greer	Daniel Walton	2	Surace-Smith
Brent Bowling	4	Surace-Smith	Thomas Molinski	2	Altig-Orlovic	Magdalenne Franklin-Holmon	2	Steve Greer	Cassandra Cantner	2	Hancock-Taylor
James Cassie	4	Williams-Zophin	Steven Sinclair	2	Altig-Orlovic	Stephen Giddens	2	Steve Greer	Carmen Lindmark	2	Hancock-Taylor
Daniel Ball	3	Altig-Orlovic	Lara Wyatt	2	Altig-Orlovic	Dexter Phillip	2	Steve Greer	Gary Gooden	2	Jamison Weatherspoon
Jonathan Boyd	3	Simon Arias	James DePetro	2	Simon Arias	Aaron Dupras	2	Zachary Hart	Richard Johnson	2	Jamison Weatherspoon
Phillip McElfresh	3	Simon Arias	Daniel Dunham	2	Simon Arias	Jason Green	2	Zachary Hart	Robert Park	2	Jamison Weatherspoon
Tyler Worstell	3	Simon Arias	Sokol Fazliu	2	Simon Arias	Robert Nolan	2	Zachary Hart	Jane Rowell	2	Jeremy Welch
Menno Glick	3	Jason Bratin	Erica Fitzsimmons	2	Simon Arias	Darcy Schrieber	2	Zachary Hart	Christopher Earle	2	Williams-Zophin
Erica Davis	3	Dorian Brown	Brian Gilmore	2	Simon Arias	Rohan Smith	2	David Hausman	Nicky Hylton	2	Williams-Zophin
Delmy Diaz-Cervantes	3	Cohen-Cohen	Eric Snyder	2	Simon Arias	Mary-Dolores Ayarzagotia	2	Matt Henderson			
Allison Cole	3	Richard Correa	Connor Sullivan	2	Simon Arias	Matthew Lukesh	2	Matt Henderson			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	15	Sabrina Lloyd	Monica Brown	5	Dorian Brown	Doreen Ryan-Foti	4	Don Foti	Cameron Cimino	3	Simon Arias
Heath Bailey	12	Mathew Hart	Herman Fennell	5	Samantha Chui	Moli Kaufusi	4	Steve Friedlander	Matthew Diulus	3	Simon Arias
Zach Otto	12	Sabrina Lloyd	John Nieves	5	Richard Correa	Mark Dombrowski	4	Giglione-Ackerman	Ariana Jones	3	Jason Bratin
Alex Torruella	8	Sabrina Lloyd	Steve Svendson	5	Richard Correa	Michael Gerstein	4	Giglione-Ackerman	Jordan Chalom	3	Josh Chalom
Nasr Quadri	8	Theodore Pappas	Peter van der Westhuizen	5	Richard Correa	Corey Helly	4	Giglione-Ackerman	Kody Kramme	3	Eric Cochran
Patrick Knouse	7	Slav Bitman	Brian Zuzick	5	Laura Fisher	George O'Shea	4	Giglione-Ackerman	Stephen Jeung	3	Cohen-Cohen
Duni Olusegun	7	James Cunningham	Jack Keiderling	5	Giglione-Ackerman	Tom Weller	4	Zachary Hart	Sean Velasquez	3	Cohen-Cohen
Harold Durana	7	Don Foti	Steven King	5	Zachary Hart	Matthew Hogan	4	Matt Henderson	William Brookshire	3	Richard Correa
Cynthia Schneiderman	7	Sabrina Lloyd	Scott Sonnenberg	5	Matt Henderson	Cara DeFiore	4	Chris Hernandez	Joseph Quattrochi	3	Mitch Duplantis
Bobby Szwaja	7	Theodore Pappas	Christopher Rodriguez	5	Kyle Johnson	Jesse O Martin	4	Chris Hernandez	Stephen Hill	3	Steve Friedlander
Marc Salvaggi	7	Surace-Smith	Nicholas Moore	5	Durbon Oldham	Chad Potts	4	Chris Hernandez	Evan Holzhauer	3	Giglione-Ackerman
Noel Rose	7	Williams-Zophin	Melne Lewis	5	Bob Olson	Kaitlyn Brandt	4	Stephen Jubrey	Ernest Powell	3	Steve Greer
Antonio Reyes	6	Simon Arias	Levar Morgan	5	Theodore Pappas	Robert Kanaan	4	Imran Satti	Rodney Ward	3	Zachary Hart
Linda Eichelberger	6	Samantha Chui	Patrick Bendure	5	Surace-Smith	Dustin Dunlap	4	Surace-Smith	London Nelson	3	Kyle Johnson
Carlos Arballo	6	Brandon Cooley	London Burnett	5	Surace-Smith	Matthew Parks	4	Surace-Smith	Jake Yagjian	3	Chris La Fond
Erin Allen	6	Richard Correa	Tyler McKnight	4	Altig-Orlovic	Adeyemi Akinade	4	Williams-Zophin	Raymond Risucci	3	Dorian Oldham
Mark Kukielski	6	Nigel Crowe	Ho Tran	4	Altig-Orlovic	Jean Joseph	4	Williams-Zophin	Brett Gryska	3	Durbon Oldham
Ryan K Hall	6	Laura Fisher	Michael Clemente	4	Simon Arias	Michael Musso	4	Williams-Zophin	Angel Patryluk	3	Byron Paz
Ofa Tupouniua	6	Steve Friedlander	Britton Costa	4	Simon Arias	Porter Balke	3	Altig-Orlovic	Nicholas Scordos	3	Surace-Smith
Ryan Fickert	6	Zachary Hart	Casey Kunash	4	Simon Arias	Christopher Hintz	3	Altig-Orlovic	Michael Vasu	3	Surace-Smith
Ransley Yazquez	6	Bob Olson	David Higa	4	Cohen-Cohen	Tina Phongsavath	3	Altig-Orlovic	Ashley Wenning	3	Surace-Smith
Brandon Teter	6	Jamison Weatherspoon	Brooke Spain	4	Brandon Cooley	Ryan Stenglein	3	Altig-Orlovic	Jessica Santamarina	3	Jamison Weatherspoon
John Conard	5	Simon Arias	Jamey Haugen	4	Richard Correa	David Thornton	3	Altig-Orlovic	Arie Davis	3	Williams-Zophin
Jesse Rennich	5	Simon Arias	Christopher Akins	4	Laura Fisher	Justin H Adams	3	Simon Arias	Fritznel Octave	3	Williams-Zophin

RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	34	Sabrina Lloyd	Matthew Diulus	19	Simon Arias	Thomas Vena	19	Simon Arias

CODE – \$1,200 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two codes during the month
MGA – at least three codes during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.



Susan Fuldauer and husband Terry

A CELEBRATION OF ELITE PERFORMANCE



Susan Fuldauer
Vice President of
Public Relations Field Operations

ANOTHER CONVENTION IS NOW written into the AIL/NILICO history books. It was a celebration to remember. I've never had the opportunity to party on an aircraft carrier before, and I don't know that I will again, for that matter. It was certainly a great experience and a wonderful end to a celebration of our convention qualifiers.

For me, what makes convention so special is the acknowledgement of our elite group of performers; the convention qualifiers and award winners; SGAs, Agents, PR and management teams. Whether it's being on an aircraft carrier for our last night of convention, or partying on a beach, or dancing to Kool and the Gang, or having a private party with Three Dog Night, all have been really exceptional ways to celebrate exceptional people and performances. And that's what makes convention so special.

Our qualifying American Incomers/National Incomers all had a vision, set benchmark goals, trained hard and went the distance. Consistency and perseverance are what get you to the finish line. Convention is for our

hard working, high performing elite agency force and PR team. I hope that this becomes a part of your personal vision. It means that you're performing at your best; running your best race.

Being surrounded for several days by the best-of-the-best at AIL/NILICO is energizing. Being together with leaders who understand our culture and generously share their passion, not only for success but for the impact being made globally, is uplifting, to say the least.

Have you ever noticed how people gravitate toward people who exude confidence and passion in what they do? Well, our convention qualifiers are those people you'd want to be around.

The passion for what we do and the important role we play in providing financial security for working families is deep seated and genuine. Changing communities, one family at a time, is powerful. So many families and communities have been strengthened by the commitment our AIL/NILICO family has made to being the best at what we do. As we continue

to grow, imagine the impact that not just one, but thousands will have with working families and the communities.

I guarantee you that while San Diego was a celebration of the past (2014), most of our qualifiers are already on their way to convention in Puerto Rico next year. This group of

"CONSISTENCY AND PERSEVERANCE ARE WHAT GET YOU TO THE FINISH LINE."

winners won't be looking back. No, they are looking ahead and are focused, visualizing the blue water, white sand and a great party about to happen. Along the way to finishing the 2015 race to convention, they will have made a difference for individuals, families and communities they visited. That's who we are and what we do!

Set your sights on Puerto Rico and make it happen!



— ATTENDEES SUPPORT INNER CITY YOUTH —

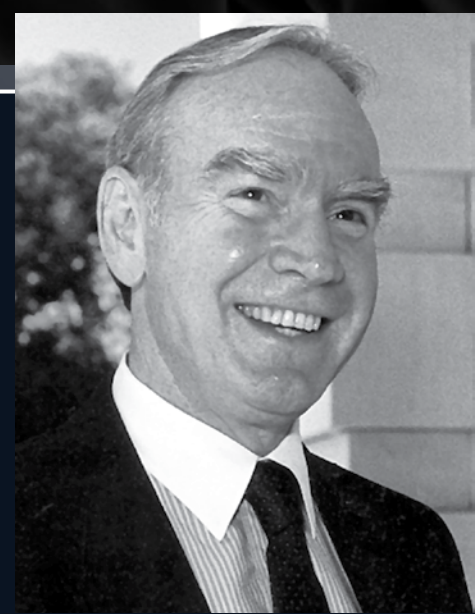
AIL-NILICO Convention attendees donated \$24,273 to our Closer to the Heart partner organization, Inspiring Minds Youngstown Chapter. CEO Roger Smith presented the donations at General Session on Friday, May 15th.

SGA Simon Arias grew up on the wrong side of the tracks in Youngstown and his dream has been to find a way to give back to the youth of his hometown. His answer came after visiting Inspiring Minds in Warren, Ohio. After talking to the program's founder, former NFL linebacker Deryck Toles, Simon decided that this was the model he wished to follow, and Inspiring Minds Youngstown Chapter was born.

Inspiring Minds offers an after school and all-day summer program for underserved inner city youth in grades K-8. Their mission is to engage, inspire and empower youth to reach their full potential through education and exposure to life-changing experiences.

Inspiring Minds Youngstown Chapter is set to open its doors in June 2015.

In Memoriam



Jim Wright, former Speaker of the House of Representatives and longtime Honorary AIL Labor Advisory Board member, passed away May 6, 2015, in Fort Worth, Texas. Wright, 92, was a friend and champion of working families. He was a frequent guest at AIL Conventions and meetings, gracing us with his gift of oration, storytelling, and call to "do more in the name of justice." In his early years as a congressman, Wright led the charge for a higher minimum wage and security for elderly Americans, issues we still fight for today. He knew adversity, but always maintained his sense of fair play and dignity. We are privileged to have had him as a faithful ally and friend.



Recognizing the achievements of our newer State General Agents

Mat Hart

Mat's Agency had an incredible month with 211.1% growth over April of 2014.



Byron Paz

Byron and his Agency achieved 92.8% growth over April 2014.



Mitch Duplantis

Mitch led his Agency to 67% growth over April of 2014.



SAN DIEGO 2015 CONVENTION



Dear Future SGA



Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.

SGA Career Track

Level 1: Qualify

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)

Level 2: Interview

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

Level 3: Follow Up

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

Level 4: Get an Offer

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

THE 2015 AIL-NILICO CONVENTION in

San Diego was a first-class fun fest from start to finish!

The President's Club got the party started on Wednesday evening (a day in advance of main arrivals) on the pool deck overlooking the city. The festivities at the Welcome Reception the following night were brought indoors by uncharacteristic stormy weather that lasted two days. We were accused more than once of bringing the cold, rainy weather with us!

The keynote speaker for Friday's General Session was Guinness World Record holder and champion adventure racer, Robyn Benincasa. Robyn shared

stories and video of her international adventures climbing mountains, hiking and biking thru jungles, deserts and lava fields. The message of her presentation was the importance of building a strong team and teamwork.

Awards Night started off with a cocktail reception and dinner, culminating in the awards presentation recognizing the top producers of American Income and National Income Life for 2014.

The final night celebration could not have been held in a more spectacular venue than the flight deck of the USS Midway aircraft carrier.

The ship, decommissioned in 1992, is now a museum that allows access to areas of the ship not typically granted to visitors aboard an active military vessel. Some of our folks tried out flight simulators, climbed aboard combat choppers or sat in

the cockpit of vintage fighter planes. When you add the typical final night party atmosphere to such a unique setting, the result is an epic occasion few of us will forget.

Congratulations to our award winners and qualifiers. Hope to see everyone in Puerto Rico next year!



2015 AWARD WINNERS



JOSH DISHONG



RICK ALTIG



ILIJA ORLOVIC



SABRINA LLOYD & ROBERT JANEV



RICHARD CORREA



DAVID HAUSMAN



LAURA FISHER



CINDY FURER



KYLE JOHNSON



CHAD PANZER



COREY NEFF



BYRON PAZ



PAULINE CRESSWELL



MOLI KAUFUSI



OFA TUPOUNIUA



ROBIN ANDRADE



DAVID BLAISDELL



PAUL WINSLOW



CINDY CLEARY

CONVENTION PHOTOS

Candid shots can be viewed on the AIL official corporate Facebook page: [facebook.com/AIL.NILICO](https://www.facebook.com/AIL.NILICO)
The name of the photo album is American Income Life & National Income Life 2015 Convention.
Award photos and more candid photos are at: [flickr.com/photos/americanincomelife/sets/](https://www.flickr.com/photos/americanincomelife/sets/)
HINT: If you intend to print a photo, click the 3 dots in the lower right corner of your screen to view all sizes. Choose the largest size image for best quality.



DENISE GILBERT



MURRAY HOROWITZ





1
THOMAS KING
CHICO, CA



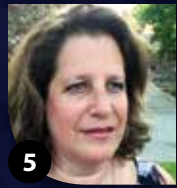
2
ABDEL ALKURDI
LOMBARD, IL



3
GEORGE KAMEL
COLUMBUS, OH



4
DANIEL HANSON
ROSEVILLE, MN



5
ELISABETH MUSARRA
EATONTOWN, NJ



6
ALVIN ALI
CONCORD, CA



7
KATIE MASSART
COCHRANE, AB



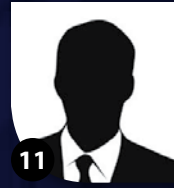
8
ALA AWAD
IRVING, TX



9
PAUL SMITH
COLUMBUS, OH



10
BENJAMIN AINSCOUGH
NORTH VANCOUVER, BC



11
KALEN DUGAN
CONCORD, CA



12
JASON RYAN
COLUMBUS, OH



13
BEAUX SOUTHERN
CORDOVA, TN



14
KYLE ALDEN
DALLAS, TX



15
MICHAEL VAN DELFT
HALIFAX, NS



16
MARK LOMONACO
IDAHO FALLS, ID



17
BROCK LAMPEE
PHOENIX, AZ



18
JOACHIM JEAN
BURLINGTON, MA



19
JESUSDIEU PORTILUS
MIAMI LAKES, FL



20
HECTOR SARTORI
LOS ANGELES, CA

ICEBREAKERS



KAREN ALVARADO
TRACY, CA



SHERRIE WOOLRIDGE
HOUSTON, TX



JACOB CONNER
HOUSTON, TX

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

APRIL PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Thomas King	\$76,436		75.2	Darrell Asbell	Altig-Orlovic
2	Abdel Alkurdi	47,826	94		David Wang	Bob Olson
3	George Kamel	41,453		75.1	Patrick Bendure	Surace-Smith
4	Daniel Hanson	31,852		87.7	Megan Herickhoff	Chad Deley
5	Elisabeth Musarra	30,034		80.1	Jack Keiderling	Giglione-Ackerman
6	Alvin Ali	27,168		79.7	Harold Durana	Don Foti
7	Katie Massart	26,783		89.2	John McGrath	Altig-Orlovic
8	Ala Awad	24,731		85.8		Roland-Wrobel
9	Paul Smith	24,080		89.3	Patrick Bendure	Surace-Smith
10	Benjamin Ainscough	23,445		77.9	Bobby Gujral	Altig-Orlovic
11	Kalen Dugan	23,301	91		Angelique Lavaly	Don Foti
12	Jason Ryan	22,904		78.6	Dustin Dunlap	Surace-Smith
13	Beaux Southern	22,865	87		Amie McCracken	Chris Lussier
14	Kyle Alden	21,653	100		Jesse Spencer	Stephen Jubrey
15	Michael van Delft	21,439		90.2		Imran Satti
16	Mark Lomonaco	21,388		71.6	Richard Mansfield	Altig-Orlovic
17	Brock Lampee	20,904		92.0	Brooke Spain	Brandon Cooley
18	Joachim Jean	20,538		80.7	Ryan K Hall	Laura Fisher
19	Jesudieu Portilus	20,224		88.9	Fritznel Octave	Williams-Zophin
20	Hector Sartori	20,095		85.3		Cohen-Cohen
21	Orett Nelson	20,064		77.2		Josh Chalom
22	Cynthia Sittig	19,939		80.4	Charles Ferrari	Simon Arias
23	Jose Rubio	19,759		86.6	Luay Ghawi	Altig-Orlovic
24	Michael Moreno	19,718		83.9	Andrew McCarthy	Altig-Orlovic
25	Avalon McLeod	18,842	93		Noel Rose	Williams-Zophin
26	Karen Alvarado	18,665	100		Heath Bailey	Mathew Hart
27	Joseph Sarasin	18,653		87.4	Patrick Bendure	Surace-Smith
28	David Watkins	18,652		90.7	Hal Herman	Durhon Oldham
29	Sherrie Woolridge	18,611	100		Ryan Giddens	Steve Greer
30	Erna Gasanin	18,600		90.9	Marisa Willgruber	David Hausman
31	Erez Shabtay	18,475		87.1	Robert Hamilton	Altig-Orlovic
32	Lesina Ah Sue	18,386		83.4	Stephen Hill	Steve Friedlander
33	Raynetta Smalls	18,175	91		Shorne Brown	David Hausman
34	Justin Sutton	17,888	94		Ryan Giddens	Steve Greer
35	Justin Germany	17,847		82.2		Dan Rubio
36	Alma Barriga-Gonzalez	17,836		88.4	Alma Barriga-Gonzalez	Don Foti
37	Christabel Ornelas	17,826		89.9	Alma Barriga-Gonzalez	Don Foti
38	James Frodyma	17,682		75.9	Adam Stowe	Jeremy Welch
39	Dustin Edgell	17,632		82.3	Steven King	Zachary Hart
40	Dustin Dunbar	17,615		95.7		Altig-Orlovic
41	Kasali Kotun	17,607		70.4		Williams-Zophin
42	Jacob Conner	17,285	99		Ryan Giddens	Steve Greer
43	Gregory VanSuch	17,155		91.3	Gregory VanSuch	Simon Arias
44	Daniella Bermudez	17,103	93		Nicholas Moore	Durhon Oldham
45	Beverly Sibert	16,882		77.3	Brandon Teter	Jamison Weatherspoon
46	Eric Boyer	16,783	90		Joshua Rush	Chad Deley
47	Scott Florin	16,470		85.2		Zachary Hart
48	Thomas Fleming	16,411		88.3	Patrick Bendure	Surace-Smith
49	Lincoln Dziekonski	16,384		77.8	Lee Jeffers	Altig-Orlovic
50	Robert Locke	16,379		87.0	Ryan Giddens	Steve Greer

YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA	
* 1	Thomas King	\$102,262		75.2	Darrell Asbell	Altig-Orlovic
* 2	Paul Smith	100,843		89.3	Patrick Bendure	Surace-Smith
* 3	George Kamel	96,146		75.1	Patrick Bendure	Surace-Smith
* 4	Joseph Sarasin	80,315		87.4	Patrick Bendure	Surace-Smith
* 5	Michael van Delft	80,212		90.2		Imran Satti
* 6	Alvin Ali	80,139		79.7	Harold Durana	Don Foti
* 7	James Keefer	79,278		82.6	Thomas Vena	Simon Arias
* 8	Max Quasem	78,130		92.6		Cohen-Cohen
* 9	Mark Lomonaco	77,558		71.6	Richard Mansfield	Altig-Orlovic
* 10	Dustin Dunbar	75,620		95.7		Altig-Orlovic
11	Lily Sakai	74,330		88.9		Cohen-Cohen
12	Joey Kennedy	72,969		80.6	AshLynn Orng	Altig-Orlovic
13	Ronald Rivera	71,695		91.3		Cohen-Cohen
14	Abdel Alkurdi	71,172	94		David Wang	Bob Olson
15	Van Ortega	67,870		77.7	Rafi Nawabi	Altig-Orlovic
16	Erez Shabtay	67,105		87.1	Robert Hamilton	Altig-Orlovic
17	Jonni Ng	65,688		88.7	Hunter Houvener	Altig-Orlovic
18	Lesina Ah Sue	65,520		83.4	Stephen Hill	Steve Friedlander
19	Gary Gooden	65,196		78.6	Brandon Teter	Jamison Weatherspoon
20	Kasali Kotun	63,472		70.4		Williams-Zophin
21	Roghie Hassan Loo	63,459		82.5		Josh Chalom
22	Jesudieu Portilus	63,427		88.9	Fritznel Octave	Williams-Zophin
23	Michael Moreno	62,841		83.9	Andrew McCarthy	Altig-Orlovic
24	Kaleiokamaile Viena	62,671		89.5	Jonathan Emura	Altig-Orlovic
25	Bruce Tan	62,475		87.5	Christopher Clark	Altig-Orlovic
26	Darryl McCoy	62,107	88		Matthew Conrad	Surace-Smith
27	Orett Nelson	61,820		77.2		Josh Chalom
28	Matthew Cessna	59,400	92		Justin Adams	Simon Arias
29	Katie Massart	58,974		89.2	John McGrath	Altig-Orlovic
30	Shalom Chaimov	58,132		85.0	Nasr Quadri	Theodore Pappas
31	Alma Barriga-Gonzalez	56,612		88.4	Alma Barriga-Gonzalez	Don Foti
32	Sultan Deckard	55,390		74.6	Scott Kim	Cohen-Cohen
33	Tina Nelson	55,219		78.6		Chad Panzer
34	Dustin Edgell	55,179		82.3	Steven King	Zachary Hart
35	Kalen Dugan	54,948	91		Angelique Lavaly	Don Foti
36	Elisabeth Musarra	54,806		80.1	Jack Keiderling	Giglione-Ackerman
37	Mike Allen	54,213		86.8	Mike Allen	Travis Moody
38	Mike Sukhbaatar	54,108		88.5		Daniel Umbertone
39	Justin Germany	53,538		82.2		Dan Rubio
40	William Parmeter	52,355		88.5	Hal Herman	Durhon Oldham
41	Brock Lampee	51,645		92.0	Brooke Spain	Brandon Cooley
42	Kehinda Pryor	51,489		73.0	Melne Lewis	Bob Olson
43	Sherry Schick	50,164		84.4	John McGrath	Altig-Orlovic
44	David Watkins	49,695		90.7	Hal Herman	Durhon Oldham
45	Scott Hanna	49,072		77.3		Williams-Zophin
46	Christabel Ornelas	48,838		89.9	Alma Barriga-Gonzalez	Don Foti
47	Richard Carter	48,407		93.4	Nicholas Lorence	Altig-Orlovic
48	Cynthia Sittig	48,128		80.4	Charles Ferrari	Simon Arias
49	Harvey Quinn	48,057		88.7	Matthew Wolfanger	Durhon Oldham
50	Daniel Li	47,967		86.1	Patrick Stenglein	Altig-Orlovic

ALL TIME RECORD: MARK NEILSON \$159,402 Net ALP

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP

- 1** **JASON SMITH**
HOUSTON, TX
- 2** **CARRIE HAMMER**
LOMBARD, IL
- 3** **CARRIE PADGETT**
POMPANO BEACH, FL
- 4** **DEREK FOORE**
BOARDMAN, OH
- 5** **ARTHUR MENINA**
HOUSTON, TX
- 6** **TAYLOR BLACK**
EATONTOWN, NJ
- 7** **JOSEPH MCCALLISTER**
PITTSBURGH, PA
- 8** **GEORGE KAMEL**
COLUMBUS, OH
- 9** **CASEY FINLEY**
HOUSTON, TX
- 10** **JULIANNE SCAVO**
AURORA, CO

APRIL PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jason Smith	\$58,680	\$59,451	94	Ryan Giddens	Steve Greer
2	Carrie Hammer	52,872	53,954	92	David Wang	Bob Olson
3	Carrie Padgett	49,561	53,729	92	Adeyemi Akinade	Williams-Zophin
4	Derek Foore	43,724	52,719	100	Marc Salvaggi	Surace-Smith
5	Arthur Menina	38,416	44,611	88	Taneshia Solomon	Steve Greer
6	Taylor Black	35,292	40,836	72.2	Corey Helly	Giglione-Ackerman
7	Joseph McCallister	34,525	40,229	91	Britton Costa	Simon Arias
8	George Kamel	33,759	76,693	76.9	Patrick Bendure	Surace-Smith
9	Casey Finley	33,400	55,461	94	Ryan Giddens	Steve Greer
10	Julianne Scavo	33,016	37,400	78.0	Erin Allen	Richard Correa
11	Stephen Richardson	31,967	35,258	83	Ryan Fickert	Zachary Hart
12	Brendon Comeau	29,504	35,337	93	Robert Kanaan	Imran Satti
13	Michael Kachenmeister	29,155	35,567	78.3	Ashley Wenning	Surace-Smith
14	Jesse Benwell	29,137	40,151	96	Aaron McLean	Imran Satti
15	Derek DeProspero	27,809	39,703	89	John Conard	Simon Arias
16	Matthew Hilton	26,774	31,459	98	Robert J Harris	Zachary Hart
17	Jasmin Gallaga	26,445	26,445	91	Marian Sertler	Sabrina Lloyd
18	Zachary Lakatos	26,275	36,354	90	Heath Bailey	Mathew Hart
19	Laura Frew	24,886	30,962	92	Christopher Akins	Laura Fisher
20	Christopher McFoy	24,521	28,767	81.3	Harold Durana	Don Foti

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Jason Smith	\$138,237	\$143,761	94	Ryan Giddens	Steve Greer
*2	Jenna Grula	135,521	162,244	82.2	Matthew Diulus	Simon Arias
*3	Julianne Scavo	132,307	152,122	78.0	Erin Allen	Richard Correa
*4	Carrie Padgett	131,008	143,246	92	Adeyemi Akinade	Williams-Zophin
*5	Taylor Black	102,062	116,591	72.2	Corey Helly	Giglione-Ackerman
6	Zachary Lakatos	98,326	120,377	90	Heath Bailey	Mathew Hart
7	George Kamel	97,446	218,342	76.9	Patrick Bendure	Surace-Smith
8	Joseph McCallister	96,201	102,424	91	Britton Costa	Simon Arias
9	Carrie Hammer	90,140	97,441	92	David Wang	Bob Olson
10	Arthur Menina	88,987	104,640	88	Taneshia Solomon	Steve Greer
11	Kristina Moore	84,338	86,784	86	Melinda-Rae Lyse	Altig-Orlovic
12	Casey Finley	83,145	131,154	94	Ryan Giddens	Steve Greer
13	Laura Frew	81,781	103,420	92	Christopher Akins	Laura Fisher
14	Mike Paragiou	80,868	131,551	76.6	Nicholas Scordos	Surace-Smith
15	Michael May	75,375	110,275	90	Avi Kauderer	Simon Arias
16	Anna Pulit	72,296	77,551	89.5	Marian Sertler	Sabrina Lloyd
17	Brendon Comeau	70,661	90,560	93	Robert Kanaan	Imran Satti
18	Kashief Perkins	70,371	104,776	92	John Conard	Simon Arias
19	Michael Kachenmeister	69,759	96,180	78.3	Ashley Wenning	Surace-Smith
20	Chantel Floyd	65,256	78,044	93.8	Patrick Knouse	Slav Bitman

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

GENERAL AGENTS

- 1** **STEPHEN GIDDENS**
HOUSTON, TX
- 2** **STEVEN RIOS**
SCHAUMBURG, IL
- 3** **BRENT BOWLING**
BOARDMAN, OH
- 4** **HOLLY LACEY**
HALIFAX, NS
- 5** **MICHAEL STUVER**
TROY, MI
- 6** **PATRICK GUTHRIE**
TRACY, CA
- 7** **DANIEL WALTON**
COLUMBUS, OH
- 8** **SCOTT MONTGOMERY**
CONCORD, CA
- 9** **CRAIG EBINGER**
EATONTOWN, NJ
- 10** **ERIC THOMPSON**
CLEVELAND, OH

APRIL PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Stephen Giddens	\$108,723	\$151,501	76.6	Ryan Giddens	Steve Greer
2	Steven Rios	95,403	102,892	75.7	Marian Sertler	Sabrina Lloyd
3	Brent Bowling	86,736	138,852	72.0	Marc Salvaggi	Surace-Smith
4	Holly Lacey	86,396	145,876	87	Robert Kanaan	Imran Satti
5	Michael Stuver	82,119	94,741	82	Ryan Fickert	Zachary Hart
6	Patrick Guthrie	78,844	118,000	71.3	Heath Bailey	Mathew Hart
7	Daniel Walton	69,779	132,549	76.0	Patrick Bendure	Surace-Smith
8	Scott Montgomery	63,647	133,375	81.6	Harold Durana	Don Foti
9	Craig Ebinger	59,832	80,261	72.3	Michael Gerstein	Giglione-Ackerman
10	Eric Thompson	59,664	105,866	71.7	Matthew Parks	Surace-Smith
11	Michael Russin	58,215	70,370	77.1	Casey Kunash	Simon Arias
12	James Cassie	58,006	72,514	91	Adeyemi Akinade	Williams-Zophin
13	Darcy Schrieber	55,582	78,801	96	Ryan Fickert	Zachary Hart
14	Slavita Hut	52,684	54,715	84.0	John Young	Steve Greer
15	Magdalen Franklin-Holmon	52,425	60,832	88	Taneshia Solomon	Steve Greer
16	Brandon Edens	51,790	74,202	94	Antonio Reyes	Simon Arias
17	Andrzej Sertler	47,360	52,687	74.7	Marian Sertler	Sabrina Lloyd
18	Joshua Crisp	46,419	55,864	84	Tom Weller	Zachary Hart
19	Morgan Lobello	43,500	64,844	71.2	Corey Helly	Giglione-Ackerman
20	Christopher Asbury	41,427	42,130	92	Christopher Rodriguez	Kyle Johnson

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Stephen Giddens	\$333,971	\$447,251	76.6	Ryan Giddens	Steve Greer
*2	Patrick Guthrie	326,129	443,849	71.3	Heath Bailey	Mathew Hart
*3	Steven Rios	247,176	277,932	75.7	Marian Sertler	Sabrina Lloyd
*4	Daniel Walton	228,831	431,387	76.0	Patrick Bendure	Surace-Smith
*5	Joshua Krueger	214,341	258,450	86	Erin Allen	Richard Correa
6	Michael Stuver	208,999	263,952	82	Ryan Fickert	Zachary Hart
7	Holly Lacey	208,477	285,695	87	Robert Kanaan	Imran Satti
8	Andrzej Sertler	195,056	202,217	74.7	Marian Sertler	Sabrina Lloyd
9	Joshua Crisp	194,150	212,077	84	Tom Weller	Zachary Hart
10	Eric Thompson	185,481	301,655	71.7	Matthew Parks	Surace-Smith
11	Brent Bowling	182,773	298,092	72.0	Marc Salvaggi	Surace-Smith
12	James Cassie	180,985	197,159	91	Adeyemi Akinade	Williams-Zophin
13	Scott Montgomery	166,609	402,388	81.6	Harold Durana	Don Foti
14	Craig Ebinger	159,618	227,039	72.3	Michael Gerstein	Giglione-Ackerman
15	Michael Russin	157,038	195,392	77.1	Casey Kunash	Simon Arias
16	Christian West	152,364	194,154	90	Albert Serur	Simon Arias
17	Sokol Fazliu	144,378	183,847	81.2	Matthew Diulus	Simon Arias
18	Morgan Lobello	144,090	221,714	71.2	Corey Helly	Giglione-Ackerman
19	Dominic Telymonde	142,241	201,658	72.6	Evan Holzauer	Giglione-Ackerman
20	Austin W Smith	141,219	218,517	99	Matthew Conrad	Surace-Smith

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

MASTERGENERALAGENTS



1
HEATH BAILEY
TRACY, CA



2
PATRICK BENDURE
COLUMBUS, OH



3
NICHOLAS MOORE
ROCHESTER, NY



4
RYAN GIDDENS
HOUSTON, TX



5
MARC SALVAGGI
BOARDMAN, OH



6
ROBERT KANAAN
HALIFAX, NS



7
MATTHEW PARKS
CLEVELAND, OH



8
HERMAN FENNEL
ATLANTA, GA



9
PATRICK KNOUSE
RALEIGH, NC



10
JOHN CONARD
PITTSBURGH, PA

APRILPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Heath Bailey	\$124,140	\$199,564	98	Mathew Hart
2	Patrick Bendure	123,652	343,198	76.7	Surace-Smith
3	Nicholas Moore	113,500	233,693	78.7	Durhon Oldham
4	Ryan Giddens	108,723	150,948	76.4	Steve Greer
5	Marc Salvaggi	104,046	188,817	77.3	Surace-Smith
6	Robert Kanaan	96,035	177,241	70.3	Imran Satti
7	Matthew Parks	80,677	154,991	73.4	Surace-Smith
8	Herman Fennell	70,122	80,176	71.7	Samantha Chui
9	Patrick Knouse	68,729	102,888	73.4	Slav Bitman
10	John Conard	67,815	86,340	74.5	Simon Arias
11	Steven King	65,288	116,651	74.6	Zachary Hart
12	Ofa Tupouniua	64,671	124,379	71.6	Steve Friedlander
13	Harold Durana	63,647	137,443	78.8	Don Foti
14	Nasr Quadri	62,678	197,988	78.8	Theodore Pappas
15	London Nelson	61,391	64,119	87	Kyle Johnson
16	Doreen Ryan-Foti	60,579	188,403	78.1	Don Foti
17	Erin Allen	59,991	91,584	72.2	Richard Correa
18	Michael Gerstein	59,298	78,620	74.6	Giglione-Ackerman
19	Christopher Rodriguez	58,961	75,881	70.0	Kyle Johnson
20	Matthew Conrad	58,944	129,307	74.8	Surace-Smith

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Patrick Bendure	\$369,583	\$1,055,073	76.7	Surace-Smith
* 2	Erin Allen	354,784	444,659	72.2	Richard Correa
* 3	Nicholas Moore	349,291	783,160	78.7	Durhon Oldham
* 4	Ryan Giddens	333,971	450,071	76.4	Steve Greer
* 5	Robert Kanaan	322,732	531,469	70.3	Imran Satti
6	Christopher Rodriguez	303,448	390,744	70.0	Kyle Johnson
7	Ofa Tupouniua	264,205	502,365	71.6	Steve Friedlander
8	Matthew Conrad	251,814	415,269	74.8	Surace-Smith
9	Rodney Ward	244,071	421,452	73.6	Zachary Hart
10	Patrick Knouse	243,763	383,871	73.4	Slav Bitman
11	Matthew Parks	239,710	472,978	73.4	Surace-Smith
12	Marc Salvaggi	232,658	470,085	77.3	Surace-Smith
13	Doreen Ryan-Foti	225,171	652,397	78.1	Don Foti
14	Ryan Hall	219,329	393,720	74.9	Laura Fisher
15	Herman Fennell	218,541	258,328	71.7	Samantha Chui
16	Jameetri Washington	211,716	321,823	70.9	Steve Greer
17	Matthew Diulus	210,101	343,425	72.2	Simon Arias
18	Mark Dombrowski	205,435	235,473	70.7	Giglione-Ackerman
19	Steven King	201,369	345,700	74.6	Zachary Hart
20	London Nelson	195,992	220,695	87	Kyle Johnson

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

REGIONALGENERALAGENTS



1
THOMAS VENA
PITTSBURGH, PA



2
MATTHEW PARKS
CLEVELAND, OH



3
JOSHUA DISHONG
TROY, MI



4
MICHAEL LARAMIE
HOUSTON, TX



5
BRETT GRYSKA
ROCHESTER, NY

APRILPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Thomas Vena	\$282,588	\$540,838	73.9	Simon Arias
2	Matthew Parks	277,094	546,603	74.7	Surace-Smith
3	Joshua Dishong	268,049	417,971	89.6	Zachary Hart
4	Michael Laramie	260,159	397,571	74.6	Steve Greer
5	Brett Gryska	244,925	589,783	78.3	Durhon Oldham
6	Matthew Diulus	226,423	332,683	71.1	Simon Arias
7	Michael Vasu	198,807	500,714	73.6	Surace-Smith
8	Matthew Turnquist	180,181	269,623	77.7	Richard Correa
9	Ryan Hall	174,975	281,349	73.3	Laura Fisher
10	Andrew McQuade	173,867	253,994	70.3	Richard Correa

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Thomas Vena	\$1,067,755	\$2,003,260	73.9	Simon Arias
* 2	Michael Laramie	900,645	1,308,137	74.6	Steve Greer
3	Matthew Parks	880,054	1,623,276	74.7	Surace-Smith
4	Joshua Dishong	841,945	1,239,951	89.6	Zachary Hart
5	Brett Gryska	836,561	2,007,306	78.3	Durhon Oldham
6	Matthew Diulus	796,364	1,219,739	71.1	Simon Arias
7	Matthew Turnquist	773,338	1,057,901	77.7	Richard Correa
8	Corey Helly	623,648	958,305	71.8	Giglione-Ackerman
9	Andrew McQuade	593,147	917,357	70.3	Richard Correa
10	Michael Vasu	581,460	1,638,483	73.6	Surace-Smith

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP



SIMON ARIAS



STEVE GREER



ZACHARY HART



JAMISON WEATHERSPOON



JAMES CUNNINGHAM



SAMANTHA CHUI



ERIC COCHRAN



MATHEW HART

APRIL PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
I Simon Arias		72.3	\$663,201	\$492,000	134.8	32.2	167.0
Durhon Oldham		77.6	244,926	227,000	107.9	58.7	166.6
Surace-Smith		76.3	599,389	492,000	121.8	33.5	155.4
II Steve Greer		75.4	\$366,855	\$133,500	274.8	102.2	377.0
Richard Correa		72.7	321,860	183,500	175.4	10.2	185.6
Giglione-Ackerman		73.0	306,268	183,500	166.9	13.3	180.2
Williams-Zophin		74.4	257,403	183,500	140.3	22.1	162.4
Cohen-Cohen		81.3	165,250	153,500	107.7	18.4	126.1
III Zachary Hart		72.3	\$358,127	\$130,000	275.5	239.2	514.7
Laura Fisher		73.4	174,976	90,000	194.4	29.0	223.4
IV Jamison Weatherspoon	90		\$126,794	\$67,000	189.2	44.1	233.3
Phillip Prata		73.3	126,443	86,500	146.2	20.1	166.3
Chris La Fond		74.8	86,399	83,500	103.5	32.2	135.6
V James Cunningham	91		\$135,556	\$57,000	237.8	70.0	307.8
VI Samantha Chui		72.2	\$120,876	\$41,500	291.3	152.1	443.4
Kyle Johnson		71.0	140,010	44,500	314.6	116.1	430.7
Scott Rehberg		74.5	50,920	40,000	127.3	13.5	140.8
VII Eric Cochran		78.7	\$70,274	\$32,500	216.2	90.2	306.5
Daniel Umbertone		80.8	32,312	37,000	87.3	18.4	105.7
VIII Mathew Hart		70.1	\$113,927	\$25,000	455.7	211.1	666.8
Byron Paz		73.3	68,513	25,000	274.1	92.8	366.9
Mitch Duplantis		72.3	51,380	25,000	205.5	67.0	272.5
Roger Fung		74.6	29,421	25,000	117.7	30.9	148.6

YTD PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
I Durhon Oldham		77.6	\$835,909	\$908,000	92.1	27.9	120.0
Altig-Orlovic		77.6	3,762,768	3,868,000	97.3	12.0	109.3
II Steve Greer		75.4	\$1,186,361	\$534,000	222.2	68.5	290.6
Richard Correa		72.7	1,216,507	734,000	165.7	17.8	183.6
Giglione-Ackerman		73.0	1,160,406	734,000	158.1	12.5	170.6
Williams-Zophin		74.4	932,866	734,000	127.1	23.9	151.0
Cohen-Cohen		81.3	530,228	614,000	86.4	19.4	105.8
III Zachary Hart		72.3	\$1,141,523	\$520,000	219.5	111.4	331.0
Laura Fisher		73.4	571,177	360,000	158.7	26.4	185.1
Slav Bitman		74.3	393,635	360,000	109.3	29.2	138.5
Matt Henderson		73.4	548,267	460,000	119.2	16.6	135.7
IV Jamison Weatherspoon	90		\$363,422	\$268,000	135.6	33.6	169.2
Cindy Furer		78.5	242,959	288,000	84.4	11.1	95.5
V James Cunningham	91		\$375,542	\$228,000	164.7	62.3	227.0
VI Kyle Johnson		71.0	\$534,613	\$178,000	300.3	175.1	475.5
Samantha Chui		72.2	354,433	166,000	213.5	121.4	334.9
Scott Rehberg		74.5	313,262	160,000	195.8	63.1	258.9
VII Eric Cochran		78.7	\$264,322	\$130,000	203.3	66.8	270.2
Jared Cleckner		79.5	128,858	108,000	119.3	62.2	181.5
VIII Mathew Hart		70.1	\$464,534	\$100,000	464.5	259.0	723.5
Byron Paz		73.3	225,329	100,000	225.3	166.3	391.6
Mitch Duplantis		72.3	250,042	100,000	250.0	56.0	306.0
Roger Fung		74.6	92,586	100,000	92.6	57.7	150.3
Corey Neff		71.0	113,338	100,000	113.3	19.0	132.4
Randall Cook		73.1	87,128	76,000	114.6	NA	114.6

† Performance Factor = % Net ALP Growth + % 1st 6 Mo Obj

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.

CATEGORY I



1
JUDY SPADE
PARMA HEIGHTS, OH



2
MALKA ARONY
PHOENIX, AZ

CATEGORY III



1
LEO VANDENBUSSCHE
WINNIPEG, MB



2
MARIO SOLJAN
AUCKLAND, NZ

CATEGORY II



1
TAMI WILLIAMS
INDIANAPOLIS, IN



2
ROBIN ANDRADE
MALDEN, MA

CATEGORY IV



1
KEN ALTIZER
MT. NEBO, WV



2
ANNA GUIDO ROHRER
DAYTON, OH

TOPROOKIE



ANGELA WALLER
SEWICKLEY, PA

ICEBREAKER



CASEY CASH
GREAT FALLS, MT

TOPMANAGER



TAMI WILLIAMS
INDIANAPOLIS, IN

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2014 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2015 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

APRIL PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	Judy Spade 5,113	OH/Michelle Baxter
	2	Malka Arony 2,862	AZ/Maureen Roberts
	3	Mark Gagliardi 2,457	NorCal & Reno/Chuck Hill
	4	Rona Pileggi Spano 2,037	Chicago/Dawn Trudden
	5	Irene Rurycz 1,769	OH/Judy Spade
II	1	Tami Williams 3,521	IN/Michelle Baxter
	2	Robin Andrade 2,388	Mass & RI/Rosanna Gill
	3	David Scalisi 1,684	NY State/JT Tasker
	4	Travis Daniels 1,669	PA/Katherine Pratt
	5	Timothy Leary 1,526	NY State/JT Tasker
III	1	Leo VanDenBussche 1,415	MB/Jackie Lowe
	2	Mario Soljan 1,276	NZ/Steve Friedlander
	3	Laurie Gruber 1,054	WI/Amanda Mlinaz
	4	Casey Cash 1,048	MT/Shannon Bennett
	5	Tony Anderson 1,024	IN/Tami Williams
IV	1	Ken Altizer 5,261	WV/Tami Williams
	2	Anna Guido Rohrer 1,766	S OH/Tami Williams
	3	Dion Dizon 1,495	HI/Daryl Barnett
	4	Lori Vaughn 1,349	OR/Shannon Bennett
	5	Shane Knowles 851	ME & NH/Rosanna Gill
ROOKIE	1	Angela Waller 1,078	PA/Katherine Pratt
ICEBREAKER	1	Casey Cash 1,048	MT/Shannon Bennett

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	Chuck Hill 15,217	NorCal & Reno/Jason Beckman
	*2	Malka Arony 13,976	AZ/Maureen Roberts
	3	Rona Pileggi Spano 9,277	Chicago/Dawn Trudden
	4	Mark Gagliardi 8,379	NorCal & Reno/Chuck Hill
	5	Judy Spade 8,167	OH/Michelle Baxter
II	*1	Robin Andrade 6,923	Mass & RI/Rosanna Gill
	*2	Tami Williams 6,288	IN/Michelle Baxter
	3	Cheryl Cook 4,463	PA/Katherine Pratt
	4	David Scalisi 4,075	NY State/JT Tasker
	5	Jeffrey Hapke 3,490	PA/Katherine Pratt
III	*1	Mario Soljan 3,936	NZ/Steve Friedlander
	*2	Laurie Gruber 3,744	WI/Amanda Mlinaz
	3	Leo VanDenBussche 3,518	MB/Jackie Lowe
	4	Lisa West 2,963	N FL/Billy Sauters
	5	Sandy Knapp 2,861	WI/Amanda Mlinaz
IV	*1	Ken Altizer 8,567	WV/Tami Williams
	*2	Anna Guido Rohrer 5,689	S OH/Tami Williams
	3	Tim O'Connor 4,115	OK/Christa Davis
	4	Lori Vaughn 3,460	OR/Shannon Bennett
	5	Amanda Cross 3,373	KY/Tami Williams

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

APRIL MANAGERS

Rank	Card Growth	Director
1	Tami Williams 6,610	Michelle Baxter
2	Judy Spade 6,533	Michelle Baxter
3	JT Tasker 4,481	Denise Gilbert
4	Carmella Stroud 1,620	Jason Beckman
5	Beth Farm 536	Patti Morgan

YTD MANAGERS


Rank	Card Growth	Director
*1	Judy Spade 10,219	Michelle Baxter
*2	Carmella Stroud 4,346	Jason Beckman
*3	JT Tasker 3,348	Denise Gilbert
4	Maureen Roberts 2,151	Jason Beckman
5	Chuck Hill 281	Jason Beckman

APRIL BONUSES

Ken Altizer	Brenda Di Somma	Sandy Knapp	Janis Pitts	Jennifer Sprout
Donna Altshue	Dion Dizon	Cindy Kunce	Cas Robinson	Randy Stockley
Tony Anderson	Vivian Dwyer	Donna LaMontagna	Chas Robinson	Jessica Treybick
Robin Andrade	Viki Farr	Timothy Leary	Gary Rothman	Leo VanDenBussche
Malka Arony	Mark Gagliardi	Larry Lozano	Chris Routier	Lori Vaughn
Lisa Bennett	Susan Gilbert	Lacy Martin	Rebecca Rozario	Bill Verbeten
Gabriela Berloni	Laurie Gruber	Stephen Matous	Irene Rurycz	Al Wall
Lou Nell Busby	Anna Guido Rohrer	Nicole McCarthy	Steve Sanchez	Angela Waller
Fran Christie	Jeffrey Hapke	Mollie Miller Merrett	David Scalisi	Lisa West
Cheryl Cook	Jerry Hartnett	Jermaine Moore	William Slocum	
Amanda Cross	Krissa Hensley	Tim O'Connor	Mario Soljan	
Travis Daniels	Dee Hettinger	Steve Orcheron	Rona Pileggi Spano	
Robin Denham	Brett Hulme	Kathy Pappas	Donald Spohn	


WORLD'S GREATEST BONUS

1




THOMAS KING
\$13,103
Altig-Orlovic

2




ABDEL ALKURDI
\$9,940
Bob Olson

3




GEORGE KAMEL
\$8,685
Surace-Smith

4



ELISABETH MUSARRA
\$6,486
Giglione-Ackerman

5



MICHAEL VAN DELFT
\$6,477
Imran Satti

APRIL BONUS LEADERS

April Bonus Payout: \$2,092,325
April Bonus Qualifiers: 2,981

- \$13,103 Thomas King
- 9,940 Abdel Alkurd
- 8,685 George Kamel
- 6,486 Elisabeth Musarra
- 6,477 Michael van Delft
- 6,291 Hirenkumar Patel
- 5,871 Katie Massart
- 5,705 Alvin Ali
- 5,565 Benjamin Ainscough
- 5,380 Joseph Sarasin
- 5,310 Michael Moreno
- 5,224 Erez Shabtay
- 5,175 Daniel Hanson
- 5,164 Ofa Tupouniua
- 5,153 Paul Smith
- 4,892 Hector Sartori
- 4,884 Lily Sakai
- 4,866 Brock Lampee
- 4,835 Kalen Dugan
- 4,725 Joey Kennedy
- 4,596 Dustin Dunbar
- 4,581 Lesina Ah Sue
- 4,557 Joachim Jean
- 4,471 Mike Allen
- 4,347 Jesusdieu Portilus
- 4,344 Ala Awad
- 4,333 David Watkins
- 4,324 Beaux Southern
- 4,315 Cynthia Sittig
- 4,286 Jose Rubio
- 4,263 Scott Florin
- 4,260 Gregory VanSuch
- 4,232 Thomas Fleming
- 4,193 Daniel Li
- 4,137 Dustin Edgell
- 4,128 Darryl McCoy
- 4,090 Mark Lomonaco
- 4,063 Alma Barriga-Gonzalez

- \$3,885 Violetta Goldman
- 3,877 Joshua Dishong
- 3,090 Scott Hanna
- 3,813 Cathleen Hairston
- 3,789 Kyle Alden
- 3,770 Lincoln Dziekonski
- 3,748 Justin Germany
- 3,704 Alan Sedaghat
- 3,677 Yaddollah Pourjalali
- 3,676 Robert Locke
- 3,668 Christabel Ornelas
- 3,663 James Keefer
- 3,647 Tina Nelson
- 3,598 Orett Nelson
- 3,578 Max Quasem
- 3,563 Shalom Chaimov
- 3,557 Ifeanyi Ufondu
- 3,506 Bryan Juskiw
- 3,489 Elifranc Deus
- 3,471 Phillip Luci
- 3,387 Ronald Rivera
- 3,371 Sherrie Woolridge
- 3,364 Kyle Lewicki
- 3,346 Patrick Donovan
- 3,337 Matthew Cessna
- 3,315 Bruce Tan
- 3,294 Rosita Tumpap
- 3,280 Brian Jerome
- 3,274 Alipate Makau
- 3,255 William Parmeter
- 3,252 Daniel Kurey
- 3,250 Anacleto Arevalo
- 3,206 Yihao Chen
- 3,192 Jordan Albright
- 3,174 William Russell
- 3,173 Daniel Bean
- 3,170 Jesse Bachrach
- 3,168 Richard Carter
- 3,162 Gary Gooden
- 3,134 Avalon McLeod

- \$3,105 Mack Hanna
- 3,097 Alexander Shpirt
- 3,090 Alex Hanna
- 3,088 Raynetta Smalls
- 3,064 Cristi Huffman
- 3,011 Anthony Sava
- 3,003 Carmela Pellen
- 2,980 James Frodyma
- 2,980 Erna Gasanin
- 2,964 Robert Locke
- 2,939 Badr Elkousy
- 2,931 Dawid Liniewski
- 2,925 Omar Fernandez
- 2,922 Nicole Harrell
- 2,916 Tim McAdams
- 2,888 Kehinda Pryor
- 2,883 Ruben Chaimov
- 2,880 Alyson Rockwell
- 2,835 Tibor Simon
- 2,831 Carly Ferraro
- 2,826 Carlos Garcia
- 2,795 Julie Aprahamian
- 2,766 Eric Boyer
- 2,764 Yolette Mompoint
- 2,764 Tiffani Ronda
- 2,761 Brian Mincher
- 2,749 Timothy Copenhaver
- 2,742 Karen Alvarado
- 2,735 Alfred Uipa
- 2,734 Jonathan Emura
- 2,727 Daniel Martinsen
- 2,707 Mary Szlosek
- 2,706 Andrew Hynan
- 2,703 Justin Sutton
- 2,703 Corey LaVigne
- 2,694 Sarah Vacheresse
- 2,691 Justin Whittington
- 2,693 Timothy Cruise
- 2,671 Maria Ramirez
- 2,667 Tiffany Harmouche

- \$2,666 Tiare Hubbard
- 2,662 Maria Fe
- 2,468 Hunter Houvener
- 2,651 Carlo Buhay
- 2,650 Kaylee Kielczewski
- 2,646 Stuart McKenzie
- 2,640 Stephanie Novel
- 2,643 Noah Miller
- 2,636 Jason Cox
- 2,635 Patrick Rooney
- 2,633 Joseph Hedborn
- 2,625 Deante Young
- 2,617 Travis Kovach
- 2,616 Jon Golin
- 2,601 Harvey Quinn
- 2,598 Marc Thebeau
- 2,580 Appoline Ridore
- 2,563 Timothy Penso
- 2,554 Christina Jauch
- 2,548 Rachael Santee
- 2,546 Gian Trinidad
- 2,544 Matthew Dawson
- 2,540 Angelique Piquion
- 2,532 Tiffani Ronda
- 2,532 Samvel Tigranyan
- 2,529 Alexandra Berberich
- 2,511 Philip Roffi
- 2,507 Roger Drake
- 2,503 Orby Kelley
- 2,500 Sean Grant
- 2,499 Thorin Somers
- 2,497 Jason Ryan
- 2,497 Daine Roswess
- 2,493 Patrick Rieger
- 2,492 Javier Diaz
- 2,486 Diana Henry-McCool
- 2,485 Bechir Abboud
- 2,483 William Magyar
- 2,476 Lleison Martinez

- \$2,473 Maria Shipe
- 2,471 Kaleiokamailie Viena
- 2,468 Hunter Houvener
- 2,458 Muhammed Ashraf
- 2,458 Richard Millington
- 2,447 Dana Black
- 2,446 Gary Slocum
- 2,443 Rita Charles
- 2,421 Thames Nolan
- 2,412 Kelly Hannan Daley
- 2,408 Mahadai Kryshundayal
- 2,399 Alan Fricke
- 2,399 Joshua Stone
- 2,396 Alix Albright
- 2,395 Brody Maughan-Evanson
- 2,370 Jenny Alvarez
- 2,359 Nadezhda Vitchev
- 2,358 Melissa Losk
- 2,357 Jacob Conner
- 2,338 Shanita Ellmers
- 2,337 Alisha Anderson
- 2,328 Jonni Ng
- 2,324 Michael Kraft
- 2,319 Jesse Atatai
- 2,309 Elias Boles
- 2,309 Kendra Sabin
- 2,309 Marco Camire
- 2,302 Kosal Chung
- 2,296 Thomas Agee
- 2,291 Joshua Graham
- 2,291 Andrea Mitchell
- 2,287 Walter Scott
- 2,284 Tonya Bailey
- 2,276 Candice Rezzo
- 2,265 Jason Russo
- 2,256 James Sodan
- 2,248 Susan daCruz
- 2,244 Corey Vinson

- \$2,243 Linda Jarrous
- 2,236 Robert Ulreich
- 2,215 Melefatat Manako
- 2,209 Angeleena O'Hearn
- 2,199 Christopher Bennett
- 2,186 Ana Havea
- 2,176 Lawrence Hadley
- 2,175 Andrew Fletcher
- 2,159 Brian Welsh
- 2,154 James Coplan
- 2,142 Kevin Haines
- 2,142 Lara Suiter
- 2,134 Michael Nowak
- 2,131 Andrew Chambers
- 2,130 Kristina McLain
- 2,123 Hateni Tohi
- 2,121 Sherry Schick
- 2,112 Jerome Baker
- 2,105 Jessica Rhoades
- 2,105 Sina Heak
- 2,100 Lenard Brown
- 2,099 Ashley Kelly
- 2,092 Andrew M Bishop
- 2,090 Larry Finch
- 2,074 Daniella Bermudez
- 2,073 Kelly McDonald
- 2,066 Arien Seemann
- 2,061 David Rockway
- 2,061 Edward DeFurio
- 2,057 Stephen Parent
- 2,052 Andrew Dorf
- 2,045 Beau Bequette
- 2,045 Lee Jeffers
- 2,045 Lora Beronja
- 2,033 Ross Ewen
- 2,012 Kenisha McCauther
- 2,008 Haydn Daniel
- 2,008 Marc Demilia
- 1,981 DeAnthony Hartman
- 1,972 Deante Odum

- \$1,969 John Webb
- 1,963 Mark Harhager
- 1,963 Bruce Viaje
- 1,958 Hakan Ozalpaskan
- 1,957 Avi Kauderer
- 1,951 Robert Adrahtas
- 1,932 Fadhi Nassar
- 1,919 Eliza Alcover
- 1,913 Hye Yun
- 1,913 Adrian Ortiz
- 1,907 Zachary Lakatos
- 1,896 Joshua Kershaw
- 1,896 Virginia Lee
- 1,896 Kyle Barter
- 1,889 Jennifer Kimmel
- 1,885 Steve Marker
- 1,881 Lucas Larson
- 1,881 Mario Rodriguez
- 1,875 Colin Bryant
- 1,873 Brandon Summerton
- 1,868 Mike Paragiou
- 1,866 Tasha Tucker
- 1,862 Travis Picklesimer
- 1,857 Benton Tong
- 1,852 Simona Means
- 1,849 Amy Shui
- 1,849 James Lawson
- 1,845 Jesse Benwell
- 1,844 Adam Pottebaum
- 1,837 Jon Gelhorn
- 1,834 Natalie Bunce
- 1,829 Joshua Rausser
- 1,826 Kareem Mutia
- 1,819 Tobe Pope
- 1,812 Michael May
- 1,811 Nicholas Forrest
- 1,810 Guitree Basdeo
- 1,797 Hugo Flores
- 1,796 Ruth Charlesworth
- 1,789 Siria Rodriguez
- 1,789 James Merriman
- 1,786 Roxanne DeJesus
- 1,778 John Keslar
- 1,773 Scott Mudrak
- 1,769 Kevin Gill
- 1,766 Michael Bradley
- 1,765 Hannah Bailey
- 1,765 Levi Porto
- 1,754 Justin Davis
- 1,749 Brandi Levi
- 1,747 Daveda Newsome
- 1,746 Sheyla Flores
- 1,746 Elizabeth Hodgson
- 1,741 Gregory Campbell
- 1,738 Clint Nilson
- 1,737 Stephen Cozart
- 1,732 Omar Hashimi
- 1,729 Sarah Acker
- 1,729 Phillip Waisman
- 1,726 Jodi Raymond
- 1,722 Jerrard Brown
- 1,718 DeAnthony Hartman

- \$1,718 Ryan Vopat
- 1,715 Ronald Fitzgerald
- 1,713 Mali Reed
- 1,710 Jennifer Perez
- 1,706 Chad Vangils
- 1,705 Mark Hart
- 1,704 Sharon Rogers
- 1,704 Marie St Germain
- 1,702 Liza Dowdellel
- 1,687 Tevita Tupouniua
- 1,686 Kyle Butler
- 1,685 Priscila Gonzalez
- 1,682 Preeti Sahgal
- 1,682 Aaron Haynes
- 1,677 Matthew Roughton
- 1,676 Dexter Hill
- 1,676 Fritzel Octave
- 1,665 Steven Halm
- 1,660 Ryan Jones
- 1,657 Ileana Tatafu
- 1,651 Michael Loftus
- 1,646 Joey Sales
- 1,644 Horatio Ward
- 1,638 Oleg Novitchii
- 1,637 Hannah Linderholm
- 1,634 Luckey Boston
- 1,633 Candice Anderson
- 1,630 Quarshum Harris
- 1,630 Rodney Wilson
- 1,624 Kashala Guiden
- 1,623 Massoud Vaziri
- 1,616 Katherine Paganelli
- 1,614 Greta Wilson
- 1,613 Robin Delahoussaye
- 1,613 John Turner
- 1,606 Davelle Heath
- 1,606 Cory Love
- 1,601 Jose Garcia
- 1,600 Saint Labbe
- 1,598 Nicholas Walsh
- 1,598 Edy Haddad
- 1,594 Eric Thompson
- 1,593 Chad Trush
- 1,592 Omar Billy
- 1,591 James Sherwood
- 1,588 Duni Olusegun
- 1,588 Cecylia Stora
- 1,584 Juan Baez
- 1,578 Hussain Mir
- 1,578 Tangataotiuaana Pasikala
- 1,574 Alma Cruz-Rosario
- 1,561 Travis Vandenberghe
- 1,558 Sherly Philippe
- 1,553 Alex Henry
- 1,552 Susan Chuppa
- 1,552 Thomas Lypps
- 1,550 Thomas Hoopes
- 1,544 Christine Cuesta
- 1,541 Hossein-Abadi
- 1,533 Cassidy Carlotta
- 1,533 Suzanne Olaybal
- 1,533 Justin Diaz
- 1,528 Michael J Smith
- 1,528 Evelin Castro-Sharif
- 1,525 Kyle Jordan

- \$1,521 Simon Lee
- 1,520 Donald Gregoire
- 1,519 Vicki Schettler
- 1,517 Joseph Varner
- 1,517 Jason Tuttle
- 1,512 Paul Yagual
- 1,507 Lisa Bell
- 1,504 Riley Peters
- 1,503 Jeremy Engrav
- 1,499 Morgin Sheppard
- 1,491 Brandon Leonardo
- 1,490 Benito Menchaca
- 1,489 David Turner
- 1,488 Jean Francis
- 1,484 Karan Rogers
- 1,482 Peter Gabranski
- 1,475 John Catalano
- 1,465 Ryan Kendl
- 1,463 Tony Geer
- 1,460 Orby Kelley IV
- 1,459 Sam Chan
- 1,459 Brittney Wheeler
- 1,455 Joshua West
- 1,453 Rowena Keren
- 1,452 Lee van Delft
- 1,450 Bryan Froneyberger
- 1,449 Devon Gillissie
- 1,449 Vanina Strickland
- 1,447 Luz Torres
- 1,447 Nadia Naji
- 1,445 Treasure Saunders
- 1,443 Anthony Schaffer
- 1,438 Gregory Graham
- 1,434 Zenon Zorij
- 1,434 Lori Bracco
- 1,431 Claude Perry
- 1,425 Jinzhou Zhao
- 1,425 Christopher Hamilton
- 1,419 Ericka Martinez
- 1,412 Tracy Lepore
- 1,412 William Dobarowicz
- 1,411 Kenyatta McCoinco
- 1,411 Vicky Ducharme
- 1,404 Craig Strompf
- 1,402 Kristy King
- 1,395 Wilmer Munoz-Jimenez
- 1,394 Jamie Tan
- 1,393 Tommie Roberson
- 1,393 Nigel Turpin
- 1,390 Maria Diringier
- 1,390 Stuart Squires
- 1,386 Erica Fitzsimmons
- 1,385 Solomon Havea
- 1,383 Fran Kolos
- 1,383 Bret Nilson
- 1,379 Nasrin Hossein-Abadi
- 1,379 Cassidy Carlotta
- 1,376 Beverly Sibert
- 1,372 Lawrence Henderson
- 1,370 Luke DeWitt
- 1,369 Brenden Mostoller

- \$1,368 Steven Stensrud
- 1,368 Iman Chehli
- 1,361 Michael Laperche
- 1,360 Joseph Varner
- 1,356 Bernard Oliphant
- 1,355 Michael McClintock
- 1,354 Kelly Marцениuk
- 1,352 James DeCommer
- 1,351 Marc Perea
- 1,346 Kristina Luneke
- 1,345 Jonathan Maxwell
- 1,345 Anthony Mele
- 1,343 Adam Goeman
- 1,342 Graciela Calderon
- 1,338 Collins Appiah
- 1,336 Damon Brewer
- 1,335 Brent Bowling
- 1,334 Ashlee Lemay
- 1,331 Frank Kacvinsky
- 1,330 Matthew Willrodt
- 1,326 Toniann Allen
- 1,324 Ronald Stephens
- 1,323 Tara Cyphert
- 1,322 Jeremy Gibson
- 1,321 Denville Loney
- 1,320 Humberto Quintero
- 1,320 Cherri Xie
- 1,316 Keith Cameron
- 1,313 Jahara Lewis
- 1,313 Nadira John
- 1,310 Yridia Stoffa
- 1,310 Lissa Martin
- 1,308 Louis Sharp
- 1,307 Steven Mason
- 1,306 Kenneth Preston
- 1,305 Daphne Weber
- 1,295 Matthew Halmaier
- 1,293 Victor Agurto
- 1,291 Frank Guarascio
- 1,288 Matthew Koleszar
- 1,287 Nikki Crosby
- 1,285 Paul Torman
- 1,284 Abdel Khawatmi
- 1,282 Jose Castillo
- 1,282 Sally Wilson
- 1,280 Nikki Sievers
- 1,279 Iris Davis
- 1,279 Cristina Bryan
- 1,277 Inderjit Toor
- 1,276 Constance Tuiteleleapaga
- 1,267 Jennifer Holliday
- 1,263 Victoria Wippich
- 1,262 Joshua Rush
- 1,262 Taylor Orona
- 1,259 Timothy Hamel
- 1,258 Jocelyn Bolito
- 1,258 Kelly Nails
- 1,256 Eric LaBossiere
- 1,255 Junbin Koh
- 1,252 Joshua Schofield
- 1,252 James Smith
- 1,249 Cherie Mohn
- 1,249 Lockert Johnson
- 1,247 Morgan Marshall

- \$1,247 Louis Thacker
- 1,246 Orema Lee
- 1,243 Eric Hidy
- 1,243 Daniel Johnson
- 1,241 Julian Carmichael
- 1,240 Carlyn Harbour
- 1,239 Jonathan Deperalta
- 1,238 James Alexander
- 1,233 Kylee Saldivar
- 1,232 Tammie Hartman
- 1,231 Whitney McCurry
- 1,231 Gregory Norris
- 1,230 Maurice Baritz
- 1,230 Nicholas Bigec
- 1,229 Janel Wilder
- 1,225 Phillip Csati
- 1,223 Ryan Witham
- 1,223 Ernest Young
- 1,222 Casey Kunash
- 1,220 Joseph Mahnen
- 1,220 Stefan Johannsson
- 1,220 Ronald Stephens
- 1,218 Christina Robinson
- 1,217 James Madan
- 1,215 Andrea Pforter
- 1,214 Deana Plaster
- 1,213 Christopher Angelos
- 1,212 Fayelyn Kamiko
- 1,208 Geddes Robinson
- 1,208 Alexander Bayley
- 1,208 Cameron Lee
- 1,206 Ernest Patterson
- 1,206 Courtney Basil
- 1,205 Charles Firmeno
- 1,204 Heidi Holt-Peel
- 1,204 Emily Brunner
- 1,201 Gregory Hayman
- 1,200 William Johnson
- 1,198 Stephanie Reinke
- 1,196 Victoria Perea
- 1,193 Seneca Birchmore
- 1,193 Abdelaziz Farsakh
- 1,192 Chad Matejcek
- 1,188 Silvana Velez
- 1,185 Cameron Gunter
- 1,185 Thomas Prather
- 1,184 Mario Andres Chavez
- 1,184 Adem Abadev
- 1,182 Darrell Ballard
- 1,179 Christian LaBoy
- 1,175 Jennifer Wehrle
- 1,174 Peter Kaplanis
- 1,173 Ruben Santillana
- 1,173 Jean Ghaly
- 1,165 Kevin Dotzel
- 1,164 Gregory Giesler
- 1,159 Lafi Papalii
- 1,159 Jimmy Tchen
- 1,158 Evan Donoghue
- 1,157 Brittni Dorsey
- 1,157 Erick Lindberg
- 1,156 Benjamin Van Jossen
- 1,155 Bernadette Casciato

- \$1,151 Jean Vilno
- 1,149 Shane Ramage
- 1,149 Sultan Deckard
- 1,147 Jill Canale
- 1,146 Emily Sutton
- 1,143 Serena Johnson
- 1,141 Sean Collins
- 1,141 Brandie Bonner
- 1,138 Michelle Lee Watson
- 1,137 Micah Focken
- 1,137 Glenn Arakawa
- 1,136 Mario DiGiovanni
- 1,134 Jermelee Wilson
- 1,131 Tanya Dodson
- 1,128 Jonathan Frigola
- 1,127 Ryan Locke
- 1,125 Charles Belt
- 1,125 Ryan Feehan
- 1,123 Alvin Massenburg
- 1,121 Sherilyn Gonzalez
- 1,120 Melissa Foy
- 1,120 Brian Benedict
- 1,119 Richard Bentley
- 1,119 Bradley Kampmeier
- 1,119 William Chu
- 1,117 Benjamin Wilson
- 1,117 Bradley Christiansen
- 1,117 Tyler McKnight
- 1,116 Monica Gollihar
- 1,115 Thbeni Amin
- 1,114 Eugene Garcia
- 1,113 Mandy Johnson
- 1,111 Carlton Mack
- 1,110 Ayrln Johnson
- 1,110 Neil Washnock
- 1,108 Michael Thompson
- 1,107 Nicole Bromley
- 1,107 Marvin Fox
- 1,107 Reggie Jones
- 1,101 Justin Zupan
- 1,101 Christina France
- 1,098 Erin Murray
- 1,095 Christine Moore
- 1,093 William Hethcoat
- 1,089 Amr Shater
- 1,089 Garnet Green
- 1,086 Willia Dukes
- 1,086 Daniel Zerby
- 1,077 Grant Myers
- 1,075 Kevin Mulvihill
- 1,075 David Iriye
- 1,074 Brandon Larkin
- 1,071 Elvis Durakovic
- 1,070 Crystal Camacho
- 1,070 Hyunchul Chung
- 1,069 Brad Henry
- 1,068 Shirley Tadiarca
- 1,066 Jordan Howard
- 1,065 Tina Phongsavath
- 1,061 Sebastian Feary
- 1,060 Van Ortega
- 1,060 Aissa Diehl
- 1,058 Andrew Wagner
- 1,051 Nathan Doyle
- 1,051 Tatum Schneidmiller

WORLD'S GREATEST BONUS - CONTINUED

\$1,050 Christopher Foster	\$961 Christopher Gray	\$909 Ryan Burns	\$850 Liam Flaherty	\$797 Ujene Woods	\$746 Anthony A Lopez	\$709 Christopher Osborne	\$667 Rebecca Kuefler	\$626 William Bryan	\$597 Dawn Selden	\$561 Diana Alali
1,047 Jadelene Welty	960 Trine Andersen	906 Yvette Quintana	850 Raymond Webb	794 Alexander Wood	741 Megan Cox	708 Sawyer Skaggs	665 Jennifer Pletcher	626 Loreal King	595 Shelly Stambach	560 Chantal Mallette
1,045 Gjergji Zemblaku	960 Jessica Kendall-DeGraves	906 John Velardo	849 Timothy Lade	793 Penny Reeves	741 Shawn Mahoney	706 Giovanni Fuentes	665 Dominic Telymonde	625 Justin Brown	594 Sean Gracy	559 Jonathon Havens
1,044 Dana Winn	960 Amanda Violas	906 Ashley Bordelon	848 Daniel Schlegel	789 Casey Jorgensen	741 Paramjit Sangha	705 Karen Sessing	665 Jasmine Radu	625 Michael Neilson	592 Zachary Clubine	559 LaTonya Tucker
1,042 Caroline Mikhail	958 Kelly Silvia	905 Christopher DiMarco	847 Crystal Revilla	788 Justin Powell	741 Thomas Waldsmith	704 Joseph A Harris	664 Jarnara Clifford	624 Matthew McCall	591 Xiongpa Lo	558 Julie Trieu
1,041 Nauleni Tuionetoa	956 Amie Tran	902 Dana Tiegen	846 Aaron Crosby	787 Giscelle Martinez	741 Kevin Ishikane	704 Derek Sandilands	663 Victoria Gonzales	624 Dennis Henderson	590 Jamar Jones	557 Octavio Marinello
1,034 Justin Lehman	956 Christine Beach	902 Travis Barnes	846 Marvin Mickler	787 Edwin Rosa	740 Herbretta Abren	702 Shelby Schwab	663 Stephanie Haarer	624 Juan Nunez	590 Nicholas Ailport	557 Laura Dowdy
1,034 Corey Moore	955 Paul Wooldridge	901 Shelley Duck	846 Benjamin Edwards	786 Maata Tangataevaha	740 Rajvir Gill	702 Kyle Schimizzi	662 Adam Huck	623 Ashleigh Cardon	589 Matthew Freeman	557 Christopher Salemo
1,034 Shawn Lewicki	953 Juanita Burton	900 Ellen Schultz	845 John Sardin	785 Kelsi Jewell	740 Austin Labor	701 Austin Labor	662 Natassja Wilson	623 Andrew Pezzulo	588 Gerrit Stephens	557 Christina Wacker
1,028 Reyna Valadez	953 Jeffree Kawamoto	899 Joshua Goodman	840 Jennifer Russell	785 Nicky Hylton	740 Lombard	700 Rigel Vincent	661 Herman Foster	623 Steven Mencis	588 Jacob Bush	557 Raul Rojas
1,027 Covalis Douze	953 Louis Reed	898 Mynor Lemus	840 Mollie Uphoff	783 Damaris Henderson	740 Yesabel Oramas	700 Laura Dennee	661 James DePetro	622 Jesus Parra	587 Vishwanath Sankaran	557 Nathan W Hunt
1,026 Felicity O'Halloran	953 Hannah Hinkle	897 Patrick Cody	840 Mollie Uphoff	783 Nicky Hylton	738 Bruce Timms	698 Peter Elverum	661 Starnesha Jones	620 Mohammad Saatsaz	586 Sean Hansen	556 Kevin Holtz
1,024 Nicholas Scordos	952 Daniel Toshner	896 Ahlam Aitboulahri	839 Matthew Hokanson	780 Yves Joseph	738 Derek Foore	697 Peter Iverson	660 Michael Burningham	619 Janet Ninatanta	586 Jared Walsh	556 Colleen Joyce
1,021 Acacia Mark	952 Delaine Folds	893 Ronika Cotton	838 Thomas Reddoch	780 Marcus Daniels	737 Dianna Hernandez	697 Eric Snyder	660 Xavier MacLarty	618 Corina Araujo	586 Lena Harris	555 Lisa Kahan
1,015 Thomas Lafferty	952 Thomas Molinski	893 Jevette Smith	833 Anita Thomas	774 John McGrath	737 Ashley Armelin	697 Pamela Stanger	659 Glen Sprigg	618 Emilee Manthey	585 Natalie Madrigal	555 Kathryn Elliott
1,013 Raymond Angeles	950 Jamell Ramsay	891 Chelsey Holley	827 Albert Hugar	773 Zackary Murphy	737 Angel Rueden	696 Darcy Schrieber	658 Amanda Peterson	617 Eddie Saules	585 Alexander Souhleris	555 Darla Winant
1,010 Athea Buchanan	949 Craig Taylor	889 Yuante Chen	827 Timothy Malloy	773 Armin Gate	736 Nicole Knisley	694 Sheikh Fye	658 Rayleen Kama	617 Paul Cossier	585 Karla Petatan	554 Briana Cooper
1,009 Albert Smith	946 Brazos Campos	888 Jennifer Sundita	826 Wislaine Laurent	771 Alisi Kamoto	736 Victor Rodos	693 Virakbot Oung	657 Nolan Reid	617 Brendon Comeau	584 James Shouse	553 Jeffrey Spanaus
1,008 Anna Midowicz	946 Geoffrey Nassimos	888 Philip Bigot	826 Alba Williams	771 Andrew Cowell	736 Niakia Phillips	692 Aamir Chherawala	655 Michael Spann	617 Lisa Gomez	584 Andrew Leah	553 Brittany Knight
1,006 Cameron Howat	943 Donna Diehl	885 Risa Moniz	825 Levi Parrish	768 Laurie Mazza	735 Kendall Wilson	691 Ranjana Chopra	654 Kristi Vanderheide	617 Melquan Fair	584 Andrew Leah	553 Dean Jensen
1,003 Shanekka Clark	940 Theodore Arshawsky	883 Ricardo Garavito	825 Danny Favreau	767 Darrell Hodges	734 Asenita Tiseli	691 Katherine Felix	654 Derek Swanier	616 Darrin Roberts	582 Jim Hintze	552 Janice Moran
1,002 Rebecca Marcoux	938 Sal Pena	882 John Dennison	824 Jeffrey Lewis	767 Rachel Elfenbein	733 Crystal Clarke	688 Pablo De La Cruz	653 MaryBeth McCarter	615 Michael Mallia	580 Meaghan Kehl	552 Virginia Rice
995 Cecil Johnson	937 Collin Basmajian	881 Christine Stewart	824 Tina Jones	766 Ariel Marinetti	733 Timlan Lubbers	687 Christopher Thomas	650 Whitney Hatter	579 Lee Woodfield	580 Meaghan Kehl	551 William Langford
992 Peria Afuamua	935 Toni Mussara	880 Keegan Malat	823 Casey Gordon-Owens	766 Kyle Fletcher	732 Chad McLaughlin	686 Dawei Liu	649 Oscar Carter	579 Derrick Lyons	577 Jennifer Chelar	551 William Robinson
992 Savanna Cowart	934 Thomas Shaw	880 Christine Sobb	820 Patricia Romero-Otero	765 Lindsay Sanchez	731 Jhenea Young	685 Frances Walker	648 Bonnie Dupre	577 Jennifer Chelar	577 Monterey	550 Rosendo Anaya
991 Noah Devore	934 Belinda Rickles	879 Jennifer DeWitt	816 Kamal Tayyib	765 O'Neil Cooper	730 Glenda Crump	684 Maren Conway	648 Crystal Triplett	577 Marielys Montero-Gonzalez	576 Alex Giddings	550 Whitney Roth
989 Lori Dacyk	934 Enea Gjika	879 Debra Hart	815 Courtland Laws	765 Amanda Rumball	728 Cole Hatfield	681 Michael Pendergast	645 Susan Sims	577 Carmalita Dedrick	576 Alex Giddings	546 Kimberly Wenzel
989 David Rigney	932 Richard Robles	879 Patricia Krull	814 Easton Hutton	765 Mohamed	727 Elizabeth Chilson	681 Sharon Manning	645 MacKenzie Stahn	576 Alex Giddings	576 Alex Giddings	546 Glaister Parke
988 Scherell Haripersaud	932 Saul Lopez	878 Chad Price	814 Olga Tsymbal	763 Shelly Poston	727 Veasna Keo	681 Jeremy Rivers	645 John C Garrett	576 Tyler Disch	576 Tyler Disch	546 Emaly Galeano
987 Traven Jefferson	932 Mitchell Pfeffer	878 Joaquin Santos	812 Shannon H Brown	762 Jenna Ayotte	726 Azar Afnan	681 Austin A Smith	643 Mia Mitchell	576 Matthew Parks	575 Susan Isaacs	546 Marc Salvaggi
987 Martyna Dudapasieka	932 Richard Robles	877 Toby Painter	810 Lauren Martin	762 Adeola Obasanya	725 Donald Wold	681 Pablo Zetina	643 Lafayette Bonner	576 Victoria Varney	574 Eugene Kashkin	546 Aubrey McMillan
985 Andrea Yee	932 Mitchel Pfeffer	877 Kushinga Baudi	809 Patrick Connelly	760 Dewshanker Singh	725 Candice Young	680 Aleksandra Wojtach	640 Melaney Rachel	576 Victoria Varney	574 Eugene Kashkin	544 Elaine O'Neill
984 Joshua Egyud	932 Richard Robles	871 Ogenyere Okhirkhian	808 Carlie Lindsey	760 Lucky Faaitiiti	725 Justo Morales	681 Benjamin Roman	639 Christian Bleicher	575 Amanda Krywy	574 Eugene Kashkin	543 Mari Jones
981 Eric Cabrera	932 Saul Lopez	870 Christopher Haywood	808 Malcolm Wofsy	759 Anita Ruiz Brittingham	724 Sean Crampton	681 Michael Pendergast	637 Edward Crocker	575 Jay Obertance	574 Eugene Kashkin	543 Jay King
979 Christian Craig	932 Richard Robles	870 Neal Alkoraishi	808 Gregory Bonnes	759 Daniel E Austin	723 Matthew Conrad	681 Sharon Manning	637 Daphne Goldsby	575 Joy Vann-Austin	574 Eugene Kashkin	543 Jorge Leon
977 Sean Walsh	932 Mitchell Pfeffer	869 Murray Nagler	808 Emily Calma	759 Alicia Olson	719 Monica Bengtson	681 Jeremy Rivers	606 Linda Volpe	572 Kenneth Sutton	572 Joy Vann-Austin	543 Lynn Doolittle
972 Joshua Boyce	932 Richard Robles	868 Andrea Kessler	805 Timothy O'Reilly	757 James Griffin	719 Daniel LaFontaine	681 Austin A Smith	606 Nathan Brown	572 Kenneth Sutton	572 Joy Vann-Austin	542 Jose Lopes
972 James Morris	932 Richard Robles	868 Kunlin Zou	805 Elba Vargas	757 Nicholas Smith	718 Amy Baird	681 Pablo Zetina	605 Nathaniel Brown	572 Kenneth Sutton	572 Joy Vann-Austin	542 Lynn Doolittle
972 Eric Spells	932 Richard Robles	865 Jagdish Sukhu	805 Bradley Shellgren	757 Randolph Smith	718 Cristina Brooker	681 Austin A Smith	604 Angelique Lavaly	571 Carrie Padgett	572 Kenneth Sutton	542 Lynn Doolittle
972 Darryl McDougall	932 Richard Robles	863 Preston Holloway	803 Robert Ward	755 William Barker	717 Brandon Mogel	681 Pablo Zetina	604 Shirley Patey	571 Carrie Padgett	572 Kenneth Sutton	542 Lynn Doolittle
971 Lisa Preston	932 Douglas Goodison	862 Everton Brooks	802 Nelia Reid	754 Cesar Leon	717 Hamilton Cribbs	680 Aleksandra Wojtach	603 Harrilise Dumervil-Reddie	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
970 Michael Maloney	923 Douglas Goodison	862 Aaron Parks	802 Kathleen Wade	754 William Barker	717 Robert Wright	680 Justo Morales	602 Oliver Huerta-Gonzalez	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
969 Noreen McNear	923 Douglas Goodison	861 Jake Sherman	801 Denis-Michael Catalano	754 Bradley Elliott	715 Samson Adelufosi	679 Joshua Treasure	601 Jaivon Palmer	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
968 Cameron Colbert	921 Mustafa Ridha George	858 Nicki Griffiths	800 Oscar Ortiz	754 Davia Thompson	714 Luke Biereonwu	679 Daniel Potilechio	601 John Durham	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
967 David Stingl	921 Lahamedjian	858 Angela M Brown	800 Leatuva	749 Wanda Pettway-Norris	714 Miguel Martinez	669 Thomas Huynh	601 Zachary Bradshaw	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
966 Ayman Elsalhy	916 Sonia Tynes	854 Angela M Brown	800 Leatuva	749 Zachary Vance	713 Brittany Intharaphet	668 Lige Li	601 Audrey Kersey	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
966 Richard Peoples	915 Duke Adujones	852 Matthew Girard	800 Notoa-Santos	748 Benjamin Lilienthal	712 Daie/Marchaie Jones	668 Thomas Huynh	599 Glenn Hampton	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
962 Leon Burke	913 Emil Mohareb	851 Bryant Kyle	799 Frank Rodriguez	748 Meghan Levearokicki	712 Benjamin Mancillas	668 Edmaggie Myrthil	599 Ryan Folck	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
962 Boris Volodarsky	910 Tamara Hughes	851 Casey Finley	797 Theresa Rhoden	747 Theresa Rhoden	709 Jonathan Black	667 Renada Bogan	599 Pablo Montanez	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle
961 Karen Fleming	910 Rose Cash						598 Kimberly Gander	570 James Campbell	572 Kenneth Sutton	542 Lynn Doolittle

LEADERSHIP BONUS



PATRICK BENDURE

\$40,717
Surace-Smith



NASR QUADRI

\$26,788
Theodore Pappas



ZACH OTTO

\$24,115
Sabrina Lloyd



HEATH BAILEY

\$24,033
Mathew Hart



MARC SALVAGGI

\$23,925
Surace-Smith

APRIL BONUS LEADERS

April Bonus Payout: \$1,870,004

April Bonus Qualifiers: 1,110

- \$40,717 Patrick Bendure
- 26,788 Nasr Quadri
- 24,115 Zach Otto
- 24,033 Heath Bailey
- 23,925 Marc Salvaggi
- 23,603 Ryan Fickert
- 22,403 Nicholas Moore
- 21,964 Robert Kanaan
- 19,861 Matthew Parks
- 16,506 Ofa Tupouniua
- 15,941 Harold Durana
- 15,798 Marian Sertler
- 15,438 David Wang
- 15,367 Ryan Giddens
- 14,725 Patrick Knouse
- 14,705 Rodney Ward
- 14,684 Erin Allen
- 13,906 Doreen Ryan-Foti
- 13,445 Steven King
- 12,906 Matthew Diulus
- 12,354 Daniel Hartwig
- 12,254 Ryan Hall
- 12,112 Jordan Chalom
- 12,099 Raymond Risucci
- 11,432 Christopher Rodriguez
- 11,419 John Conard
- 11,249 Adeyemi Akinade
- 11,185 Michael Clemente
- 10,866 Michael Musso
- 10,836 Hal Herman
- 10,735 Mark Beckford
- 10,698 Bobby Szawa
- 10,143 David Guzman
- 10,133 Ryan Bisanz
- 10,096 Justin Adams
- 9,847 Thomas Vena
- 9,552 Michael Gerstein
- 9,484 Mohammed Moalawi

- \$9,468 Robert Smith
- 9,439 Brian Zuzick
- 9,086 Christopher Akins
- 9,030 Arie Davis
- 8,787 Herman Fennell
- 8,440 Taneshia Solomon
- 8,411 Bobby Gujral
- 8,397 Jesse Rennich
- 8,354 Charles Ferrari
- 8,338 Ransay Vazquez
- 8,323 London Burnett
- 8,265 Sean Velasquez
- 8,253 Avi Kauderer
- 8,099 Ryan Wilson
- 8,095 London Nelson
- 8,008 Timothy Wilson
- 7,943 Dustin Dunlap
- 7,941 Evan Stenglein
- 7,933 Stephen Hill
- 7,833 Corey Helly
- 7,819 Joshua Jackson
- 7,770 Robert Hamilton
- 7,746 Jack Keiderling
- 7,614 Mark Kukielki
- 7,532 Evan Holzhauer
- 7,419 Andrew McQuade
- 7,361 Melne Lewis
- 7,354 Noel Rose
- 7,278 John Young
- 7,174 Mark Dombrowski
- 6,912 Scott Kim
- 6,869 Chad Potts
- 6,819 Blake Higuchi
- 6,799 Drew Sharp
- 6,659 Ryan Joseph
- 6,597 Albert Serur
- 6,364 Moli Kaufusi
- 6,331 Levar Morgan
- 6,292 Antonio Reyes
- 6,236 Kody Kramme

- \$6,231 Sharif Grays
- 6,180 Jesse O Martin
- 5,951 Gevorg Yanukyian
- 5,944 Tyler McKnight
- 5,942 Troy Plummer
- 5,894 Demetrius Lucas
- 5,838 Marisa Willgruber
- 5,718 Joy Vann-Austin
- 5,709 Ashlynn Orng
- 5,688 Henry Ingraham
- 5,618 Brooke Spain
- 5,541 Krista Thieme
- 5,521 Nicholas Lorence
- 5,475 Corey Hallam
- 5,457 Cara DeFiore
- 5,413 Jameetri
- 5,372 Washington
- 5,372 Ashley Wenning
- 5,339 Linda Eichelberger
- 5,338 Todd Glazer
- 5,313 Duni Olusegun
- 5,285 Ala Awad
- 5,257 Kade Beck
- 5,201 John Collins
- 5,041 Angel Patryluk
- 5,025 Souleymane Bah
- 5,015 Jamey Haugen
- 4,996 John Sparby
- 4,953 Sara Vaz
- 4,945 Michelle Crowe
- 4,871 Magda Figueiredo
- 4,769 Shorne Brown
- 4,748 Peter van der Westhuizen
- 4,670 Cynthia
- 4,670 Schneiderman
- 4,615 Nicholas Scordos
- 4,613 Jake Yagjian
- 4,611 Stephen Jeung
- 4,561 Mack Doby

- \$4,513 Holly Lacey
- 4,491 Aaron McLean
- 4,477 Ryan McIntosh
- 4,441 Alexander Dorey
- 4,432 Brandon Teter
- 4,410 Richard Mansfield
- 4,331 Matthew Turnquist
- 4,289 Patrice Amador
- 4,255 Tina Phongsavath
- 4,223 Patrick Stenglein
- 4,218 Kenneth Greer
- 4,173 Yussuf Elzein
- 4,168 I-Perfection Harris
- 4,164 George O'Shea
- 4,112 Melinda-Rae Lyse
- 4,041 Anita Ferris
- 4,041 Mark Hileman
- 4,009 Alexandra Graham
- 4,000 Timothy Kieran
- 3,999 Porter Balke
- 3,986 Jinelly Urena
- 3,960 Matthew Conrad
- 3,922 Beau Locker
- 3,851 Craig Strompf
- 3,749 Ariana Jones
- 3,755 Devon Chapman
- 3,749 Jessica Wilhite
- 3,745 Alberto Alcalá
- 3,742 Shawn Horton
- 3,709 Robert J Harris
- 3,707 Matthew Wolfanger
- 3,684 Christopher Hintz
- 3,671 Aaron Friedlander
- 3,630 Pamela Altman
- 3,626 David Nham
- 3,621 Minh Phung
- 3,536 David Thornton
- 3,534 Gregory VanSuch
- 3,503 Amber Dregalla
- 3,499 Jillian Rooks

- \$3,430 Michael Williams Jr
- 3,421 Albert Lau
- 3,400 Trevor Mayer
- 3,338 Fritznel Octave
- 3,315 William Brookshire
- 3,303 Patrick Guthrie
- 3,258 Thomas Longino
- 3,253 Rita Haidinger
- 3,104 John Nieves
- 3,093 Michael Vasu
- 3,090 Carl Carlberg
- 3,081 Nicholas Engrav
- 3,037 Sandra Byrd
- 3,001 Ernest Powell
- 2,999 Joseph Tomanovich
- 2,917 Herbert Stell
- 2,897 Michael Denton
- 2,861 Amie McCracken
- 2,825 Eric Thompson
- 2,811 Min Jiang
- 2,775 Scott Montgomery
- 2,744 Brent Bowling
- 2,714 Carlos Arballo
- 2,663 Michael Stuver
- 2,625 Mir Khan
- 2,588 Steven Rios
- 2,574 Zoltan Krecsko
- 2,538 Brandon Edens
- 2,536 Liam Flaherty
- 2,483 Ibrahim Bah
- 2,475 Daniel Walton
- 2,425 Darcy Schrieber
- 2,404 Bradley Kampmeier
- 2,395 Timothy Buckner
- 2,373 David Higa
- 2,364 Jorge Guerra
- 2,347 Joseph KleeB
- 2,336 Brandon Summerton
- 2,313 Chelsie Otto

- \$2,275 Christian West
- 2,251 Mike Lade
- 2,225 Duane Shaw
- 2,222 Matthew Cartwright
- 2,201 Christopher Favor
- 2,200 Robert Wright
- 2,181 Cameron Cimino
- 2,176 Matthew Hogan
- 2,143 Arthur Sigler
- 2,100 Joshua Crisp
- 2,075 Pauline Cresswell
- 2,074 Rafi Nawabi
- 2,068 O'Neil Cooper
- 2,063 Craig Ebinger
- 2,061 David Hefflin
- 2,000 Gabriela Sime
- 1,938 Michael Russin
- 1,913 Dan Ikei
- 1,911 Ari Bykofsky
- 1,888 Joshua Krueger
- 1,888 Syed Quadri
- 1,889 Luay Ghawi
- 1,881 Matthew Bell
- 1,875 Marie St Germain
- 1,875 Tara Weisz
- 1,813 Alon Fischer
- 1,812 Joseph Quattrochi
- 1,788 Micah Focken
- 1,777 Samantha Sliger
- 1,763 Andre Bent
- 1,763 Robert Park
- 1,763 Samuel Cohen
- 1,752 Gabriel Feldmann
- 1,725 Asiguy Haugabook
- 1,721 Shawntae Collins
- 1,700 Slavita Hut
- 1,700 John McDougald

- \$1,687 Jonathan Maust
- 1,678 Lisa Richardson
- 1,663 James Cassie
- 1,663 Anthony Sava
- 1,656 Christina Meyer
- 1,638 Patricia Cicerale
- 1,638 James DePetro
- 1,638 Andre Hawthorne
- 1,625 Andrew Wagner
- 1,625 Jason Smith
- 1,613 Bryan Juskiw
- 1,612 Ryan Tucker
- 1,600 Jenna Grula
- 1,600 Lara Wyatt
- 1,588 Abdelaziz Farsakh
- 1,575 Aaron Dupras
- 1,575 Casey Finley
- 1,575 Carrie Padgett
- 1,575 Julianne Scavo
- 1,575 Ryan Tomajcik
- 1,563 Toriano Landau-Bogan
- 1,550 Brandon Baker
- 1,550 Joseph McCallister
- 1,550 Erin Moyer
- 1,548 Amy Baird
- 1,538 Natalie Soboleva
- 1,524 Paul Samra
- 1,519 Elias Boles
- 1,515 John McGrath
- 1,513 Erica Fitzsimmons
- 1,513 Brian Gilmore
- 1,510 Allen Watson
- 1,506 Tyler Worstell
- 1,500 Taylor Black
- 1,500 David Grelli
- 1,488 Allison Cole
- 1,476 Christopher Dicks
- 1,475 Morgan Lobello
- 1,470 Matthew Bogle
- 1,434 Richard Barbour
- 1,425 Mickey Adkins
- 1,425 Aldina DaRosa
- 1,421 Daven Hermosura
- 1,418 Christopher Kennedy
- 1,403 Christine Jesoraldo
- 1,395 Christopher Earle
- 1,392 Natalie Linker
- 1,389 Luay Ghawi
- 1,381 Matthew Bell
- 1,375 Marie St Germain
- 1,375 Komo Davis
- 1,363 Alma Barriga-Gonzalez
- 1,363 Phillip McElfresh
- 1,363 Nikolas Moreschi
- 1,350 Tyler Dean
- 1,350 Magdalenene Franklin-Holmon
- 1,350 Dominic Telymonde
- 1,302 Brian Welsh
- 1,276 Alex Kae
- 1,275 Emmanuel Villasenor

- \$1,250 Shiwa Hollingsworth
- 1,250 Vincia Moore
- 1,250 Kayla Taylor
- 1,244 Burnette Hughes
- 1,240 Erin Nicole
- 1,238 Christopher Bentley
- 1,238 Ulrich Jansen
- 1,238 Jenna Valentine-Thomas
- 1,225 Chantel Floyd
- 1,207 Darren Miller
- 1,200 George Kamel
- 1,200 Arthur Menina
- 1,200 Polina Philbin
- 1,195 John Leggio
- 1,188 Michael Joseph
- 1,183 Ashleigh Sweezo
- 1,175 Seneca Birchmore
- 1,175 Eric Peyton
- 1,169 Emilee Manthey
- 1,163 Katelyn Anderson
- 1,163 Lalitha Janardhanan
- 1,159 Sheila Downey
- 1,158 Kevin Holtz
- 1,150 Alix Albright
- 1,150 Luke Bierenwuu
- 1,150 Laura Frew
- 1,150 Michael Kachenmeister
- 1,150 Eric Snyder
- 1,138 Phillip Perrin
- 1,137 Alta Herpel
- 1,131 Lesina Ah Sue
- 1,125 Mark Glazer
- 1,125 Menno Glick
- 1,125 James Harding
- 1,125 Kyle Lewicki
- 1,125 Donnie Purcell
- 1,125 Steaphen Richardson
- 1,125 Lucan Schmidt
- 1,100 Kashief Perkins
- 1,100 Troy Williams
- 1,100 Scott Wheeler
- 1,094 Jamie Gates
- 1,094 Veronica Carrion
- 1,075 Matthew Cessna
- 1,075 Brendon Comeau
- 1,075 Robert Peters
- 1,061 Christopher Clark
- 1,053 Bruce Viaje
- 1,050 Komo Davis
- 1,050 Jamie Faulkner
- 1,050 Thomas Molinski
- 1,050 Kasey Williamson
- 1,029 James Franklin
- 1,028 Dean Jensen
- 1,025 Delmy Diaz-Cervantes
- 1,025 Jacob Gill
- 1,025 Alba Williams
- 1,013 Oscar Betancourt
- 825 Gilbert Hicks
- 825 James Lawson






- \$1,000 Erica Davis
- 1,000 Daniel Li
- 1,000 Dexter Phillip
- 1,000 Adam Stowe
- 988 Jordan Kness
- 988 Jeffrey Gilliana
- 988 Jordan Reinhold
- 982 Jessica Santamarina
- 981 Taylor Foster
- 981 Michael Shaba
- 975 Justin Diaz
- 975 Sokol Fazliu
- 975 Derek Foore
- 975 Sarah Gilmore
- 975 Damaris Henderson
- 975 William Hoffman
- 975 Sergi Ruiz
- 975 Brian Thai
- 956 Zachary Vance
- 950 Angela Bauer
- 950 DeMario Cooper
- 950 Derek DeProspero
- 950 Lindsey Dettwiller
- 950 Matthew Hilton
- 950 Zachary Lakatos
- 950 Boris Mendes
- 950 Dorothy Niederer
- 950 Jason Ryen
- 950 Michael Taylor
- 944 Christian LaBoy
- 938 Christopher Asbury
- 938 Nicholas Neari
- 930 Christopher Chovanec
- 925 Kristina Moore
- 925 Edwin Rosa
- 913 Michael Tribbitt
- 900 Jesse Benwell
- 900 Michael Coulthard
- 900 Carmen Lindmark
- 900 Kelsey Roth
- 900 Daniel Toshner
- 900 Elba Vargas
- 900 Heather Watts
- 875 Kelly Ekkert
- 875 Michael May
- 875 Tiffani Tavormina
- 875 Kay Teague
- 875 Andrew Wilson
- 870 Kyle Schimizzi
- 863 Ryan Feehan
- 863 Kerlens LaRose
- 863 Paul Streater
- 856 Lori Sanders
- 850 Jorge Alvarez
- 850 Jahhad Crawley
- 850 Andrew Dorf
- 850 Bradley Fordyce
- 850 Mandy Johnson
- 850 John Russo
- 850 Michael Russo
- 837 Adrian Segalla
- 825 Jasmin Gallaga
- 825 Gilbert Hicks
- 825 James Lawson

- \$825 Shahab Mahdaveinejad
- 825 Jamie Schulz
- 825 Rebecca Warrington
- 813 Andrzej Sertler
- 800 Alvin Ali
- 800 John Bacaron
- 800 Robert Drake
- 800 Tarek Elabasy
- 800 Angel Martinez
- 800 Jodi Raymond
- 800 Benjamin Roman
- 800 Sandra Sandoval
- 792 Thomas King
- 788 DeAnthony Hartman
- 788 Kimberle Spooner
- 775 Daryl Williams
- 775 Christopher McFoy
- 775 Colin Quigley
- 775 Jonathan Seguin
- 775 Anna Senra
- 775 Kiet Truong
- 775 Alisi Tuifuwa
- 775 Daryl Williams
- 775 Thomas Yarbrough
- 770 Gregory Graham
- 769 Ramon Velasquez
- 763 Joseph Quintons
- 762 Daniel Vilas
- 759 Aarona Parks
- 754 Lorena Barriere
- 750 Shalom Chaimov
- 750 Peter Gabranski
- 750 Jeremy Gibson
- 750 Sebastian Jeppsson
- 750 Orby Kelley
- 738 Frank Guarascio
- 738 Christopher Murray
- 731 Jamie Winters
- 725 Samuel Geissinger
- 725 Ian Jarlett
- 725 Richard Tabanji
- 725 Pedro Vazquez
- 723 Benito Menchaca
- 713 Kelvin Fernandez
- 713 Anthony Lopez
- 713 Robert Nolan
- 710 Pablo De La Cruz
- 706 William Robinson
- 700 Adem Abdula
- 700 Peter Cullinane
- 700 Taurean Flournoy
- 700 Torrey Hardy
- 700 Tammie Hartman
- 700 Immacula Jacques
- 700 Denville Loney
- 700 Peter McEnaney
- 700 Karen McQuoid
- 700 Vincent Meyer






- \$700 Zane Moore
- 700 David Schanuel
- 691 Paul Cossier
- 688 Stephanie Kell
- 688 Mele Makau
- 688 Michelle Watson
- 683 Kathryn Chaisson
- 675 Brent Erkkila
- 675 Nicholas Jack
- 675 Wislaine Laurent
- 675 Desiree Martin
- 663 Isaiah Justice
- 663 Rene Ortega
- 658 Lori Dacyk
- 650 Diego Chavez Arcia
- 650 Edward Crocker
- 650 Benjamin Edwards
- 650 Laaina Havea
- 650 Carlton Mack
- 650 Evdokia Reutov
- 650 Iris Saavedra-Garcia
- 650 Juan Saldienia-Vera
- 650 Omar Sanchez
- 647 Ivan Leung
- 646 Spencer Rowland
- 638 Lineti Pasikala
- 638 Tommell Rollins
- 628 Mario Andres Chavez
- 626 Troy Elliott
- 625 Sharon Barnes
- 625 Tamara Davenport
- 625 Carrie Hammer
- 625 Gretchen Lasser
- 625 Julia Loboda
- 625 Brett Maurice
- 625 Sela Mavae
- 625 Vincent Nicastro
- 625 Jeremy Schroeder
- 625 Christopher Shuman
- 625 Takiyah Smith
- 625 Huihann Wee
- 619 Ho Tran
- 619 Donald Felix
- 613 Jeffrey Calvert
- 600 Dennis Allard
- 600 Mary-Deleois Ayzaragoza
- 600 Ryan Burns
- 600 Matthew Gatemolo
- 600 George Connell
- 600 Nathan Crandell
- 600 Scott Davison
- 600 Richmond Gerrish
- 600 Stephan Gustafson
- 600 Michel Helgeson
- 600 William Katz
- 600 Kyle Mitchell
- 600 Jessica Napiza
- 600 Ryan Orloski
- 600 Anna Pulit
- 599 Aaron Ralston
- 575 Glenn Arakawa
- 575 Joshua Goodman

- \$575 Nic Iagulli
- 575 Alexander Keats
- 575 Courtney Kitzman
- 575 Tyler Moore
- 575 Richard Pazak
- 575 Christina Pierson
- 575 Jaclyn West
- 575 David Palmer
- 550 Daniel Ball
- 550 Timothy Blackburn
- 550 Dianne Dedick
- 550 Patrick Duray
- 550 Kenneth Farris
- 550 Jordon Graham
- 550 James Miller
- 550 Hussain Mir
- 550 Michelle Seaman
- 550 Vernicia Shivers
- 550 Jamal Simmons
- 550 James Sotan
- 550 John Sola
- 550 Karla Stewart
- 538 Rohan Smith
- 527 Thomas Soloweyko
- 525 Azar Afnan
- 525 Cindy Blount
- 525 Eric Credle
- 525 Bilal Farsakh
- 525 Bryan Hamrock
- 525 Sean Hansen
- 525 Daniel Juskiw
- 525 Angeliqve Lavaly
- 525 Kun Lee
- 525 Danijela Matic
- 525 Kera Monroe
- 525 Toni Mussara
- 525 Taylor Orona
- 525 Paul Smith
- 520 Amanda South
- 519 Victor Ciesielski
- 519 Phil Folkertsma
- 513 Jeffrey Hall
- 506 Richard Johnson
- 503 Patrick Cremeans
- 503 Carey Markoe
- 502 Samneang Prom
- 500 Nicole Bromley
- 500 Cassandra Cantner
- 500 Zeydilliana Fargo
- 500 Marjorie Hansen
- 500 Megan Haynes
- 500 Heather Miller
- 500 Victoria Perea
- 500 April Sanchez

SA/GA DIRECT CODE FIELD TRAINING BONUS

1  CARRIE HAMMER \$10,028 Bob Olson	2  CARRIE PADGETT \$6,362 Williams-Zophin	3  JASON SMITH \$6,328 Steve Greer	4  ARTHUR MENINA \$6,320 Steve Greer	5  SLAVITA HUT \$6,154 Steve Greer
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REINSTATEMENT BONUS

1  SAMI MOGANNAM \$4,571 Don Foti	2  BRADLEY WEIGAND \$3,824 Surace-Smith	3  JOSEPH B SMITH \$2,856 Simon Arias	4  NADIRA JOHN \$1,889 Josh Chalom	5  JOSEPH FAISANT \$1,752 Simon Arias
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APRIL BONUS LEADERS

April Bonus Payout: \$377,933
April Bonus Qualifiers: 495

APRIL BONUS LEADERS

April Bonus Payout: \$67,598
April Bonus Qualifiers: 182

- \$10,028 Carrie Hammer
- 6,362 Carrie Padgett
- 6,328 Jason Smith
- 6,320 Arthur Menina
- 6,154 Slavita Hut
- 5,865 Brandon Edens
- 4,848 Darcy Schrieber
- 4,768 Holly Lacey
- 4,733 Asiguy Haugabook
- 4,397 Laura Frew
- 4,266 Casey Finley
- 4,262 Jesse Benwell
- 4,154 Pauline Cresswell
- 3,858 Aaron Dupras
- 3,535 Elias Boles
- 3,418 Michael Stuver
- 3,406 Michael Cirelli
- 3,307 Nicholas Neari
- 3,273 Micah Focken
- 3,213 Steaphen Richardson
- 3,204 Michael May
- 3,196 Christian West
- 3,195 Derek DeProspero
- 3,050 George Kamel
- 3,013 Felix Gonzalez
- 2,859 Alba Williams
- 2,858 Jodi Raymond
- 2,680 April Sanchez
- 2,656 Sebastian Jeppsson
- 2,646 Edward Crocker
- 2,637 Jasmin Gallaga
- 2,636 Desiree Martin
- 2,609 Eric Thompson
- 2,603 Menno Glick
- 2,584 James Miller
- 2,569 Jonathan Seguin
- 2,562 Brent Bowling
- 2,543 Matthew Caternolo
- 2,324 Brendon Comeau
- 2,309 Donrie Purcell
- 2,257 Zachary Lakatos
- 2,250 Kimberly Wenzel
- 2,248 Michael Kachenmeister

- \$2,242 Steven Rios
- 2,224 Matthew Hilton
- 2,208 Alvin Ali
- 2,196 Matthew Bell
- 2,139 Allison Cole
- 2,101 Robert Park
- 2,088 Tyler Worstell
- 2,049 Joshua Crisp
- 2,024 James Lawson
- 2,021 Joseph McCallister
- 2,013 Kay Teague
- 1,995 Paul Streater
- 1,957 Joshua Krueger
- 1,940 Kyle Schimizzi
- 1,899 Haydee Burrola
- 1,783 John McDougald
- 1,769 Kelvin Fernandez
- 1,707 Lindsey Dettwiller
- 1,668 Taylor Orona
- 1,639 Magdalene Franklin-Holmon
- 1,566 Mandy Johnson
- 1,559 Christopher Bentley
- 1,543 Simon Lee
- 1,493 Chantel Floyd
- 1,491 Ryan Tomajcik
- 1,479 Troy Verwey
- 1,473 Tamara Davenport
- 1,461 Dexter Phillip
- 1,415 Julianne Scavo
- 1,361 Juan Olvera
- 1,352 Andrew Dorf
- 1,307 Gretchen Lasser
- 1,298 Komo Davis
- 1,295 Jamie Faulkner
- 1,293 Evdokia Reutov
- 1,291 Omar Sanchez
- 1,282 Nic Iagulli
- 1,273 Wislaine Laurent
- 1,271 Taylor Black
- 1,268 Eric Trautloff
- 1,261 Richard Berrett
- 1,255 Cindy Blount

- \$1,226 Erica Davis
- 1,220 Brian Gilmore
- 1,220 Peria Afuamua
- 1,214 Janet Ramirez
- 1,206 Eric Snyder
- 1,197 Azar Afnan
- 1,191 Kascey Williamson
- 1,187 Tiffani Tavormina
- 1,179 Colin Quigley
- 1,172 Nicholas Jack
- 1,163 Jaclyn West
- 1,157 Jenna Gula
- 1,148 Nikolas Moreschi
- 1,143 Duane Shaw
- 1,121 Jocelyn Bolito
- 1,112 Jamie Schulz
- 1,110 Deserick Davenport
- 1,097 Alisi Tuifua
- 1,088 Ryan Burns
- 1,076 Stephanie Haarer
- 1,068 Stephesa Tuoyo
- 1,067 Matthew Kurey
- 1,041 Matthew Cessna
- 1,038 Eric Peyton
- 1,035 Shiwa Hollingsworth
- 1,008 Dan Ikei
- 1,002 Brent Erkkila
- 986 Stephan Gustafson
- 973 Sarah Gilmore
- 950 Michelle Watson
- 943 Roberta Whitman
- 941 Seneca Birchmore
- 938 Diego Chavez Arcia
- 937 Bryon Eddinger
- 935 Christina Meyer
- 921 Joseph Quintons
- 913 Daniel Walton
- 904 Jordon Graham
- 901 Wislaine Laurent
- 881 Chelsie Otto
- 876 Stuart Squires
- 875 Tommell Rollins
- 874 Jinnie Yoo

- \$866 Torrey Hardy
- 862 Erica Fitzsimmons
- 857 Vinecia Moore
- 856 Jeremy Gibson
- 853 Lalitha Janardhanan
- 850 Damaris Henderson
- 836 Mickey Adkins
- 813 Michael Cardoso
- 806 Marie St Germain
- 806 Michael Licata
- 805 Nicholas Abbass
- 788 Gabriela Sime
- 787 Neil Washnock
- 781 Jeremy Schroeder
- 774 Thomas Molinski
- 772 Michael Taylor
- 767 Glenn Arakawa
- 760 Richmond Gerrish
- 756 Christopher McFoy
- 754 Bryan Hamrock
- 750 Tiffani Ronda
- 742 Leticia Fields
- 734 Heather Miller
- 733 Troy Williams
- 732 Vincent Meyer
- 731 Oscar Betancourt
- 727 Sandra Sandoval
- 724 Megan Haynes
- 717 Michael Russin
- 716 Carey Markoe
- 697 DeAnthony Hartman
- 697 Zane Moore
- 687 Samuel Geissinger
- 681 Orby Kelley
- 673 Michael Coulthard
- 671 Sean Hansen
- 651 Mchel Helgeson
- 649 Kashief Perkins
- 648 Michael Russo
- 637 Lamar Huntley
- 628 Cristina Brooker
- 627 Ryan Orloski


- \$625 Ian Jarlett
- 624 John Bacaron
- 612 Casey Hayes
- 607 Michael Joseph
- 591 Christian LaBoy
- 589 Anna Pulit
- 587 Sergi Ruiz
- 586 Laaina Havea
- 586 Jesse Deer
- 583 Kade Beck
- 579 Brian Howard
- 578 Stephanie Reinke
- 575 Ulrich Jansen
- 572 Jacob Davis
- 572 Jeffrey Calvert
- 571 Heather Watts
- 562 Courtney Kitzman
- 557 Jim Hintze
- 556 Mahadai Kryshundayal
- 555 Christopher Shuman
- 553 Thomas Yarbrough
- 552 Lucan Schmidt
- 549 Rohan Smith
- 543 Lara Wyatt
- 542 Stephanie Kell
- 541 Tyler Moore
- 540 John Bilinsky
- 537 Richard Tabanji
- 533 Rhonda Brown
- 528 Jeffrey Gilliana
- 527 Delmy Diaz-Cervantes
- 526 Takiyah Smith
- 526 William Katz
- 525 Kerlens LaRose
- 524 Taylor Foster
- 522 Abdelaziz Farsakh
- 521 John Sola
- 510 Robert Baillie
- 507 Mele Makaui
- 505 Phillip McElfresh

- \$4,571 Sami Mogannam
- 3,824 Bradley Weigand
- 2,856 Joseph B Smith
- 1,889 Nadira John
- 1,752 Joseph Faisant
- 1,697 Herivelto Pereira
- 1,409 Nabil Spahi
- 1,340 Arthur Westergren
- 1,327 Dason Phaul
- 1,318 Loraine Patterson

- \$1,273 Mitchell Look
- 1,145 Ryan Vopat
- 1,138 Adem Abdula
- 953 Meakie Grice
- 897 Nicholas Linonis
- 889 Lily Sakai
- 840 Maria Ramirez
- 830 Eyad Awdi
- 718 Dawn Gann
- 711 Leon Thompson

- \$708 Ronald Friedlander
- 694 Corey LaVigne
- 689 Jimmy Tchen
- 671 Ronald Rivera
- 660 Nikki Crosby
- 656 Stephanie Novel
- 650 Anna Senra
- 645 Laura Dombroski
- 633 Nicole Conley
- 623 John Czaicki

- \$602 Carlo Bonifazi
- 600 Preeti Sahgal
- 600 Ayman Elsalhy
- 589 Michael Ondek
- 560 Howard Dotson
- 546 Tabita Neukirch
- 538 Marcus Bautista
- 514 Megan Herickhoff



4 BONUS TOTAL: \$4,407,860

WORLD'S GREATEST \$2,092,325	LEADERSHIP \$1,870,004	SA/GA TRAINING \$377,933	REINSTATEMENT \$67,598
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All qualifiers listed achieved at least \$500 in bonus totals

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.
Congratulations on your achievements.

\$2M



Scott W Remmey
Gigione-Ackerman Agency
Contract Date 08/08/89
Qualified April of 2015
\$2,004,682 of Net ALP



Thomas M Tulowiecki
Durhon Oldham Agency
Contract Date 01/09/02
Qualified April of 2015
\$1,005,839 of Net ALP



Chuck Hill
Qualified March of 2015
253,204 Cards

PLATINUM PR

— Club Member —

Each new club member will receive a bonus of \$5,000 and a Recognition Award. Congratulations on your achievements!

FOUNDERS CLUB

April Qualifiers — Outstanding Producers & PR Representatives:



Mike Allen
Travis Moody
2nd Qualification
\$54,214 Net ALP
86.8 Ret



Mike Sukhbaatar
Daniel Umbertone
11th Qualification
\$54,108 Net ALP
88.5 Ret



Rona Pileggi-Spano
Chicago
11th Qualification
9,277 Cards

DIRECTORS OF THE MONTH



Sales Director of the Month ★ ★ ★

Scott Dehning

Scott had 93.1% growth over April of 2014.



PR Director of the Month ★ ★ ★

Michelle Baxter

Michelle is the Top PR Director for April with 44.03% Lead Growth.



SALES PERSUASION



Domenico Bertini

Executive Vice President
AIL & NILICO

GREAT SALESPEOPLE HAVE THE ability to persuade others in both work and personal life.

This ability hinges on four key characteristics of their personality: power, positioning, performance, and politeness. And they are all based on the perception that others have of them.

It is very likely that when a client perceives you to have power, whether real or not, he/she would be very inclined to be persuaded by you to accept your proposal. For example, if you appear to be a successful agent or a successful individual in general, prospects will be willing to buy your policies more than they would be if you were perceived to be an ordinary agent.

That leads us to positioning. Great agents know how to shape the thinking of others about them. The way that your prospects think about you and talk about you when you are not in their home is the way you are positioned in their mind and their hearts, and that determines if they want to be influenced by you and be your customers forever or not.

When you are dealing with clients, everything you do and say is influencing their minds and their hearts, positioning you to become influential in their thinking and buying actions, and as a consequence, they will help you achieve your sales goals.

That's how you get to performance. You have to become really good at what you do. Raising your level of competence and expertise in the area you work will earn you respect. An agent who is respected for his or her ability to get results will be far more influential than someone who's just doing his or her presentation.

You're necessarily committing to be the best and definitely committing to excellence. More often than not, when people perceive you as an excellent agent, they will accept your advice, be open to your influence and agree with your proposal.

And in the end, treat people politely.

The difference between people wanting to buy from you or not is right there. When you treat people with respect, kindness and courtesy they will be motivated to have you as their agent, have you help solve their problems and get their families protected, not to mention give you many qualified referrals.

This approach satisfies one of the deepest of all subconscious needs: the need to feel im-

portant and respected. Whenever you convey this to your clients in your presentations, your attitude and your conduct in the house, your clients will be wide open to being persuaded and influenced by you in almost anything you want to sell.

“WHEN YOU TREAT PEOPLE WITH RESPECT, KINDNESS AND COURTESY THEY WILL BE MOTIVATED TO HAVE YOU AS THEIR AGENT”

Again, perception is everything. The perception of an individual is his or her reality. Clients act on the basis of their perceptions of you. If you change their perceptions, you change the way they think and feel about you, and you change the objections into buying signals.



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 IN PUERTO RICO, MAY 22-25

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